



Est. 190

Reg. U. S. Pat. Off.

For Executives Who Buy

**SHIPPING - HANDLING - WAREHOUSING - DISTRIBUTION**  
Services and Supplies

PUBLISHED MONTHLY BY  
**DISTRIBUTION and WAREHOUSING PUBLICATIONS, Inc.**  
249 West 39th Street, New York City  
Phones, LOnacre 5-6120 and 5-6121

**Officers and Directors**

Fritz J. Frank, President  
Wm. A. Barber, Vice-President  
H. S. Webster, Jr., Secretary and General Manager  
E. P. Beebe, Treasurer  
C. A. Musselman F. E. Spooner O. B. Bergersen

Vol. 38 October, 1939 No. 10

**EDITORIAL DEPARTMENT**

F. Eugene Spooner, Editor  
Leo T. Parker, Legal Editor  
L. J. Montgomery, News Editor  
Matthew W. Potts, Materials Handling Editor

Van Rensselaer H. Greene  
Refrigeration Consultant

Washington Bureau, 1221-1223 National Press Building  
George H. Manning, Jr., Manager

Rodger L. Simons, European Correspondent  
Jacques C. Maguite, O.S.D., Far East Correspondent

**BUSINESS DEPARTMENT**

H. S. Webster, Jr., General Manager  
P. J. O'Connor, Eastern Manager  
George Post, Production Manager

A. H. Ringwalt, Central Western Manager  
360 North Michigan Ave.  
Chicago, Ill.

Don F. Harner, Western Manager  
1595 Pacific Ave.  
Long Beach, Calif.

Copyright, 1939, by Distribution and Warehousing Publications, Inc.

**Subscription Rates**

United States .....\$3.00 per year  
Canada ..... 3.50 per year  
Foreign Countries ..... 4.00 per year

Single Copies, 30c. each; except January Issue, which is sold only in connection with a regular annual subscription

Shippers' Supplies and Equipment ..... 35  
Shippers' Service Section (for the convenience of  
shippers, this section is arranged geographically) 41  
Index to General Advertisers ..... 88

Acceptance under the Act of June 5, 1934, at New York,  
New York, authorized February 8, 1939.

## TRADE ASSOCIATIONS IN LAW AND BUSINESS

By BENJAMIN S. KIRSH

Formerly Special Assistant to the United States Attorney in New York in the prosecution of Sherman Anti-Trust Act cases. Author of "Trade Associations: The Legal Aspects" and "The National Industrial Recovery Act: An Analysis." Member of the New York Bar.

In Collaboration With  
**HAROLD ROLAND SHAPIRO**

Assistant Professor of Law in the New York Law School. Co-Author of "The National Industrial Recovery Act: An Analysis." Member of the New York Bar.

A Practical Source Book Timely for the  
Monopoly Inquiry.

**TABLE OF CONTENTS**

- I. Introductory.
- II. Statistical Reporting Service of Trade Associations.
- III. Uniform Cost Accounting Methods of Trade Associations.
- IV. Trade Relations of Trade Associations.
- V. Standardization of Trade Associations.
- VI. Credit Bureau Functions of Trade Associations.
- VII. Boycotts and Defensive Combinations.
- VIII. Patent Interchange and Cross-License Agreements.
- IX. Uniform Basing Point Systems of Trade Associations.
- X. Collective Purchasing Functions of Trade Associations.
- XI. Foreign Trade Functions of Trade Associations.

Price \$5.00—DELIVERED

**ORDER FORM**

249 WEST 39TH ST.  
NEW YORK, N. Y.

Kindly send me ..... copies of "Trade Associations in Law and Business," at \$5.00 each. My check is enclosed.

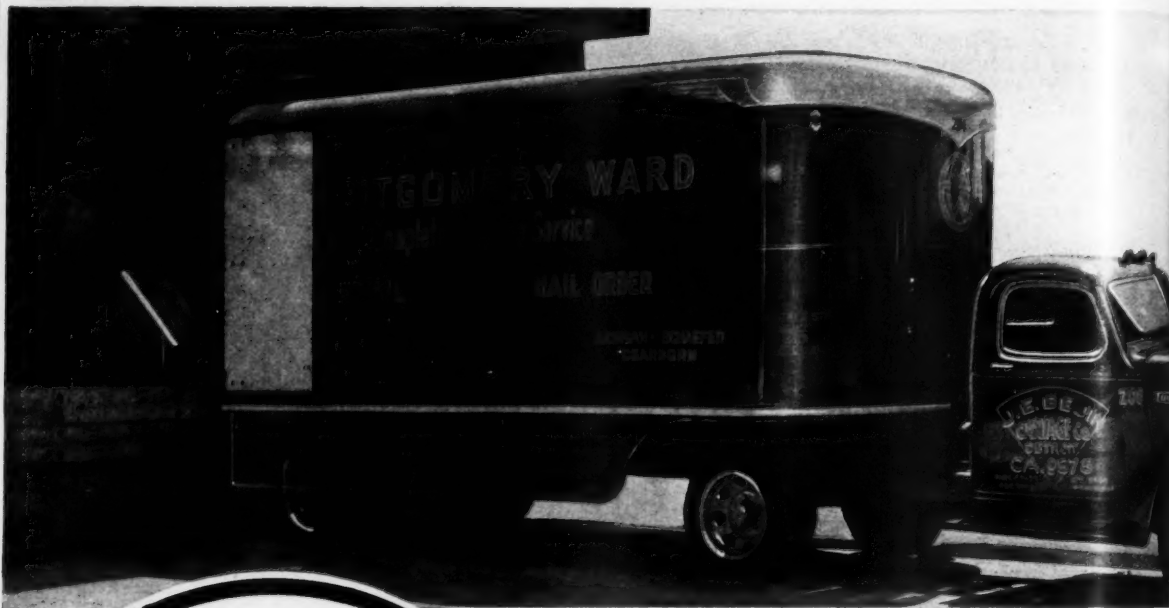
NAME .....

ADDRESS .....

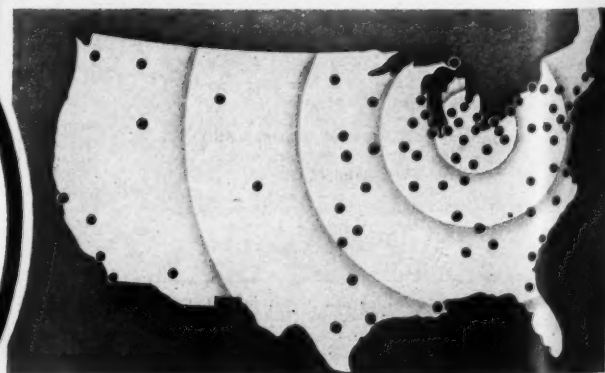
CITY..... STATE.....

# JACK BE *NIMBLE*..

IS NO TRICK WITH THE



**SOLD FOR  
KEEPS**



Unique in the Trailer industry is Fruehauf's nation-wide chain of sales and service facilities. Shown are the many strategically located points where Fruehauf Branches maintain complete stocks of parts and expert workmen to provide fast, economical service.



# FRUEHAUF

IF IT'S A TRANSPORTATION PROBLEM

# JACK BE QUICK...

## THE FRUEHAUF *Flyer*

THE Fruehauf Flyer was especially designed to bring all of the advantages of Trailer operation to the city delivery and feeder line operator—with special emphasis on the nimbleness and speed so essential in this type of work.

In spite of its 6-ton payload capacity, the Flyer is engineered for use with today's fast  $\frac{1}{2}$  to 1 $\frac{1}{2}$ -ton trucks—units which have passenger car speed, pick-up and economy.

From the standpoint of maneuverability, just consider that this hinged-in-the-middle unit—tractor and Trailer—turns in the same radius as its short wheelbase tractor alone! And because it is hinged in the middle, it squeezes up narrow alleys and snakes its way into crowded loading docks with an

ease that makes drivers say, "You wouldn't know you were pulling a Trailer."

Further, the Flyer provides the savings of "shuttle" operation. One tractor-truck handles two or more Trailers—being enroute with one Trailer while another is being loaded, often with still a third Trailer being unloaded. Motive power works almost continuously.

Best of all, the Flyer is priced at the lowest figure ever put on a van-type Fruehauf!

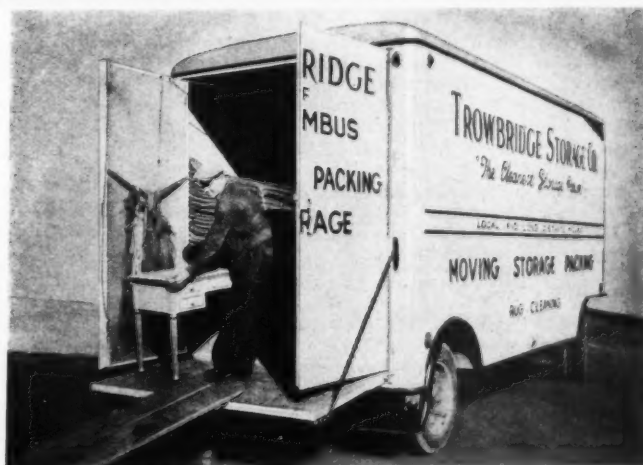
You can see this new Trailer at your nearest Fruehauf Branch. Or, the Fruehauf man will gladly arrange a showing at your place of business. It will be worth your while.

World's Oldest and Largest Manufacturers of Truck-Trailers  
FRUEHAUF TRAILER COMPANY • DETROIT  
Sales and Service In Principal Cities

### QUESTIONNAIRE REVEALS REASONS WHY USERS "KEEP SOLD" ON FRUEHAUF

TO DISCOVER the factors most important in keeping customers sold on Fruehauf, selected users receive questionnaires from time to time.

In the distribution and warehousing field, the consensus of opinion volunteered by users is: (1) because Fruehauf was the originator of the Trailer idea and is thus in a better position to adapt the Trailer to their varied haulage problems; (2) because Fruehauf maintains the largest most experienced engineering staff in the country and has always stressed "Engineered Transportation"; (3) because Fruehauf alone provides the protection of nation-wide service facilities, a vital factor in this business where time lost is money lost.



# TRAILERS

"Engineered  
Transportation"

REG. U. S. PAT. OFF.

... CONSULT A MOTOR CARRIER

# The Editor's Page

## The War Situation

**A**MERICA'S trade with combatant nations is so confused by political and practical problems as to make the position of the commercial warehouse in wartime commerce a puzzling question.

That is the consensus among members of the industries and among Government experts who are quietly studying the matter but cloaking their findings in a secrecy dictated by the President's mandate to say or do nothing that might be construed as an official unfriendly act.

This much is certain: while the United States adheres to the strict embargo upon shipment of implements of warfare to any warring power, the conflict abroad will result in relatively little new business for the eastern warehouses. The embargo for the present at least, touches only the materials used in combat.

While it is unlikely that the restriction against sales to the belligerents ever will extend to foodstuffs, apparel and peacetime necessities, practical difficulty presently stands in the way of mass movement of those materials. The British contraband act, assuming successful enforcement on the high seas, limits trade to those powers aligned against Nazism. Great Britain has reserved the right to search and commandeer any vessel carrying aid to its enemies. With an approximate 6-to-1 ratio in sea power over the Hitlerites, there seems little doubt that the embargo will be effective.

And the embargo extends beyond "arms and ammunition"; the list of commodities compiled by Britain includes food and apparel.

If one proceeds upon the assumption that England will keep the sea lanes open by unremitting warfare on submarines and by supplying an adequate convoy system, heavy commodity movements out of American ports is assured. That, naturally, means demand for every foot of available storage space in commercial warehouses.

The period just preceding entry of the United States into the World War supplies a pattern for what is likely to happen in ensuing months. A European war naturally disrupts transoceanic shipping. Through bills-of-lading from producing points hundreds of miles removed from the Atlantic Coast definitely are "out." There is no assurance of available space on seagoing ships; no possibility of scheduling movement from factory, farm or packing house to destination. As in pre-World War days (that is, the period before America's entry), consignments must be moved to Eastern ports and there brought to rest awaiting the availability of ship space. Storage is essential in almost every instance.

While the necessity remains for Britain to maintain a far-flung blockade around Germany, there cannot be sufficient convoy protection to protect a steady stream of ocean-going merchant ships. Storage periods necessarily are longer while such a condition obtains.

In the era before the United States entered the World War, there was very little movement direct by rail to ship. Priorities worked to the advantage of warehoused goods and commodities arriving by rail supplanted the stored materials, making for turnover of business without loss of storage space utilization.

The insistence of the State Department upon a strict observance of neutrality probably will defeat any program of "back-door trade"—shipments into Canada or South America via Mexico, for transshipment to Europe. The Department is bonding exporters to guarantee against such a subterfuge, with penalties heavy enough to discourage the practice. That would

seem to mean little or no new business for warehouses at the international borders.

The discussion above presumes continuance of American neutrality plus continuance of the arms embargo. Departure from either principle would affect warehousing in different manners.

Entry of the United States into the Second World War would mean unrestricted shipment of arms and ammunition and supplies of every description, including food and apparel; yet it might mean a lessening of commercial storage, for the Government would most certainly invoke its rights to the Port Newark Army base, the Hoboken Piers, and other available space, and might very readily expand government-owned facilities.

Should the United States elect to remain neutral but repeal the embargo act, interesting developments would follow. The army bases and piers would not come into use as government properties. It would be doubtful if the axis powers could avoid the British sea patrol and come here for cargoes (any embargo act repeal that might be voted is most certain to require that belligerent purchasers buy on the cash-and-carry plan). The result would be almost exclusive sales to Britain and her allies. Well financed and adequately provided with shipping, exports to them might be expected to skyrocket, and storage space undoubtedly would be at a premium.

In addition to the difficulty that German ships would encounter in reaching American shores, there is the likelihood that Hitler would be barred from purchases in this country. The embargo is not likely to be lifted as to all belligerents, but only as to "non-aggressor nations." The President or some other functionary would be empowered to determine who is the aggressor, and virtually every person in high authority in Washington already has said publicly and privately, which nation he would so characterize.

Informed Washington sources, as the war went into its first month, predicted recall of Congress to Washington and a vote by the legislators favoring repeal of the embargo act. President Roosevelt wants the law removed from the books and is purposely delaying the call for a special session, allowing time for events to demonstrate that the embargo helps Germany and is a disadvantage to Britain, France and Poland. When the nation learns that he has set a date for the special session, it may take for granted that his "scouts" have informed him the votes necessary for repeal have been lined up.

That is the situation as Washington sees it today. It is impossible to say to what extent warehouses will increase their business as a result of the current war. There are too many "ifs"—if Britain takes complete mastery of the sea; if the embargo act is repealed; if America remains neutral. In those imponderables, the answer to the question lies.—Butler.

## Corn Storage

**I**F merchandise and other warehouses in and around the Corn Belt are offered new business this fall in the way of storage of corn in bags, they should give credit to go-getter, clear-thinking Phil S. Hanna, editor of the Chicago Journal of Commerce, for publicizing the information. The article, part of his "Round Table of Business" column of Sept. 11 last, follows:

Burlap-cotton bag manufacturers have presented an argument to the Agricultural Adjustment Administration as to the use of bags for storing corn which we



think is entitled to more attention than it has received up to date.

As against an expenditure of over \$6,000,000 to store 255,000,000 bu. of corn in 25,500 steel bins, the bag people contend that if 2-bushel burlap bags were used, the net cost would be only about \$1,000,000, including freight, and would provide needed help to the cotton market. They argue that the bags could be used over and over again, have a salvage value of 50 to 60 per cent of the original cost each time they are emptied and sold again and again as long as they are sound.

They figure further that since not all of the crop would have to be warehoused at one time, and if bags were only purchased as needed, that 50,000,000 bags at an initial cost of only \$3,000,000 would handle the crop. From this cost they deduct a resale value of 50 per cent and also figure in a salvage value of the bags at the end of their use of 1 cent apiece, or \$500,000. On this basis, they argue, net expense of only a little over \$1,000,000 for bags would do the job that in steel bins will cost over \$6,000,000.

It is not clear in the correspondence at hand what, if anything, the AAA will do for the bag manufacturers, but it is interesting to read that corn will keep better in bags than in bins, can be moved more easily and more effectively policed; that you can move one bag or 1,000 bags without disturbing the balance; that you can store bagged corn in open warehouses with only a roof and flooring, also that corn in bags can even be stored out of doors on skids under waterproof tarpaulins.

I. T. Rhea, of New Orleans, who supplies this data, says he has seen millions of bags of corn and millions of bushels of wheat handled in this way. He points out that grain in bags need not be disturbed in handling until it reaches a foreign port or foreign mill even though it may be handled a dozen times. Also that in transportation one man can handle a bag of corn and load a truck unaided.

The mobility of the bag appears to be an important attribute, "for," says Mr. Rhea, "if you use bags, you can send 100 or 100,000 at a moment's notice to any point and any surplus not needed can be moved economically and quickly to another point. Since the government and the cotton industry have spent millions seeking new uses for cotton, why not use it for this very old use?" he concluded.

**Editor's Note:** 255,000 000 56-lb. bushels of shelled corn would amount to 7,140,000 net tons, with a 2-bu. bag being equal to 4,300 cu.in. or approximately 2.4 cu.ft., weighing 1.12 lbs.

Ordinarily, regular warehouses cannot compete with the storage rate of grain in bulk in grain elevators, but they can on this bag idea. Many warehouses specialize in bag feed storage in large quantities, usually by-product corn feeds, soy bean and linseed meals, dried beet and grapefruit pulp at special rates that could include shelled corn and show a profit.

The idea offers big volume business that is new to warehouses.

### Cargoes Piled in Phila.: Port Awaits Rigid Control

As the number of ships overdue in Philadelphia increases because of European war difficulties, cargoes continue to pile up along the Delaware River waterfront as exporters await the imposition of rigid control by the U. S. Government over all shipping.

Disrupted schedules, especially of British and German vessels has caused much confusion and war risk insurance rates, early in September, were raised above record levels. Underwriters gave up accepting risks on cargoes bound for German ports and said that special rates would be fixed on applications for insurance on

### Convention Dates

Oct. 2-3—Eleventh Annual Conference on Distribution, Hotel Statler, Boston.

Oct. 6-7—Fifteenth Annual Convention of Missouri Warehousemen's Assn., Elms Hotel, Excelsior Springs, Mo.

Oct. 8-10—Annual Convention of National Poultry, Butter and Egg Assn., Lord Baltimore Hotel, Baltimore, Md.

Oct. 8-12—28th Annual Convention, American Assn. of Port Authorities, Schroeder Hotel, Milwaukee, Wis.

Oct. 9-11—28th National Foreign Trade Convention, Hotel Commodore, New York City.

Oct. 12-14—Waco, Texas. Annual Convention Southwest Warehouse and Transfermen's Assn., Hotel Roosevelt.

Oct. 16-17—Annual Convention of the Mississippi Valley Assn., St. Louis.

Oct. 23-25—6th Annual Convention, American Trucking Assn., Stevens Hotel, Chicago.

Oct. 30-Nov. 1—31st Annual Convention of Associated Grocery Manufacturers of America, Waldorf-Astoria, New York City.

Nov. 6-8—Fall Convention of Associated Traffic Clubs of America, Chicago.

Nov. 8-16—National Motor Truck Show, Navy Pier, Chicago.

Nov. 23-24—32nd Annual Convention of National Industrial Traffic League, Palmer House, Chicago.

Jan. 20-27—13th Annual Convention of National Cannery Assn., Stevens Hotel, Chicago.

Warehouse group meetings:

Associated Warehouses, Inc., 6th Annual.

Interlake Terminals, Inc., Union League Club.

Feb., 1940—Annual Convention, Mayflower Warehousemen's Assn., Indianapolis, Ind.

Feb., 1940—Annual Convention, National Furniture Warehousemen's Assn. Location Not Selected.

ships bound for the now heavily mined Baltic Sea. When insurance was refused on consignments to Germany proper, the war risk rates alone, exclusive of other insurance, stood at the remarkable figure of \$25 per \$100 of cargo for a single voyage. This is said to be two and one-half times the World War record high rate, which was \$10 per \$100, and is interpreted as the outlook of maritime opinion as to the danger of trying to evade the British North Sea blockade. Early in September, six German merchant ships were unreported on scheduled runs to Philadelphia.—*Lansing.*

### Early Decision on Carriers' Status

Settling of the controversy over the status of motor carriers performing pick-up and delivery service for line-haul carriers will be decided by the Interstate Commerce Commission "in the very near future" is predicted by John L. Rogers.

In an address before the Association of Practitioners before the I.C.C., Mr. Rogers, member of the I.C.C.'s Motor Carrier Division, reviewed the work of the Commission in regulating highway transporters since adoption of the Motor Carrier Act in 1935.

Recalling that the Division 5 ruling in the Dick Transfer and Truck Terminal case "has been variously criticized" and is now pending before the full Commission for reconsideration, the Commissioner declared:

"The most that can be said is that the question under the circumstances is still undecided, but that we expect a final and completely authoritative determination in the very near future."

# PROFITS AND PRESTIGE THROUGH TRUCK MODERNIZATION

*Facts about the benefits of streamlined rolling stock as against loss resulting from use of obsolete trucks.*

**T**HERE is nothing more convincing than figures collected on the spot to prove that it pays to replace old trucks with new ones. The following will show what happened to operating and maintenance costs when 97 light-duty and heavy-duty trucks were replaced with modern vehicles. The data used for this cost comparison were collected from a number of authoritative sources and cover operations in 1937 when the old trucks were in use and in 1938 when these trucks were replaced by vehicles designed to cope more economically with modern operating conditions.

Statement (A) covering light duty trucks up to 2 tons operated in 1937 reveals a high rate of oil consumption, some users reporting savings up to \$12.50 a month on oil after buying new trucks. If only 5 new trucks replace oil pumpers, the owners can save up to \$750 yearly on oil alone, according to our findings. Gas consumption decreased about 30 per cent, oil consumption about 55 per cent on the average.

"Miles per breakdown" means the number of miles a truck travels before a breakdown and a call home for help. Automotive fleet supervisors contacted reported breakdowns, sometimes 3 weekly, while using "jalopy" rolling stock. Not only do breakdowns increase truck operating costs but they kill business. In these speed-days, customers patronize those who get the haulage through on time.

The average on statement (A) shows that a breakdown on old trucks occurred every 14 weeks. After modernization, breakdowns hit the bankroll once every 9 months; then they were often only minor indispositions. The average payload on statement (A) was higher after replacement because bodies of late model trucks are roomier and more adaptable to requirements. The stops per day

increased because newer trucks are speedier, the drivers and helpers did more work, which automatically cuts labor expense on haulage. New trucks are built for easier loading and unloading, which saves time and money, particularly on pick-ups and drop-offs in congested sections. Accident expense was less after modernization. High accident repairs and claims increase operating expense on old trucks because of mechanical deficiencies. It would seem that commercial truck users would realize the importance of having their brakes, headlights and other essentials on their rolling stock always in tiptop condition, yet, 7 old codgers in the group providing this research material had been in accidents because their braking systems did not function properly.

Users reported that rears, transmissions and brakes give most trouble on old trucks. Rears pull out, transmissions go bad and brakes fail to hold properly and need continual servicing. Modern trucks have rugged rears, big drum diameters and large lining areas for long and dependable brake life, equalized braking action for straight stops, and hydraulic brakes for quick straight-line stops with easy pedal pressure.

The operating reports we analyzed showed that tires sometimes blew before 10,000 miles, that wearing qualities were often cut in half because of obsolete braking systems, bad alignment, and weak rear axles. The commercial truck on city delivery and haulage with many stops and starts goes bad on tires quickly if the equipment has "jalopy" drums or brake linings. The latest model trucks are designed to stop quickly, yet save tires and brake linings, also drums and general upkeep. These me-

chanical improvements helped bring operating costs down as shown on both statements (A) and (B).

Repairs on old trucks averaged more than double those on new trucks, this saving running into thousands of dollars yearly for fleet owners. Depreciation was higher after modernization because many old trucks had been written off the books by 1937 or the trade-in allowance used to offset it. A commercial truck should be written down from 20 to 25 per cent yearly. After 4 or 5 yrs. its value on the books is then zero. Interest on investment on trucks was lower before replacement because old trucks were worth comparatively little. This explains why departmental overhead runs about the same before and after modernization. Certain departmental items were lower after truck replacement, but the higher charges for depreciation, interest on truck investment and insurance offset them.

A study of the figures for heavy duty trucks on statement (B) will show that comparative advantages are about the same as on light duties. Payloads and stops per day are higher after modernization, gas and oil consumption lower, etc. The saving is less than a thin dime a mile but over the year a big 6-wheeler of old vintage can eat up profits as it huffs and puffs over the hills and far away.

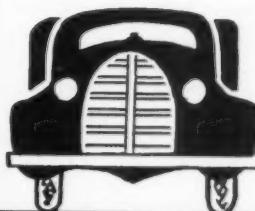
Savings resulting from heavy duty truck replacement may run into big figures yearly on rolling stock of large tonnage; take a saving of \$.0776 per mile as shown on statement (B) or \$.76 for a truck hauling 100 miles per day. Figuring 300 working days to the year, the annual saving is more than \$2,000. The replacement of old trucks by new ones better equipped to handle haulage, accounts for the decrease of more than 2 cents a mile in wages of drivers and helpers on statement B. This saving alone totals \$2 for a truck running 100 miles daily or \$600 per year of 300 working days. The comparative figures on statements A and B cannot be used as infallible guides to the exact savings that will accrue to commercial

**By FRED MERISH**

## Before-and-after figures on truck performance

STATEMENT A  
LIGHT DUTY TRUCKS

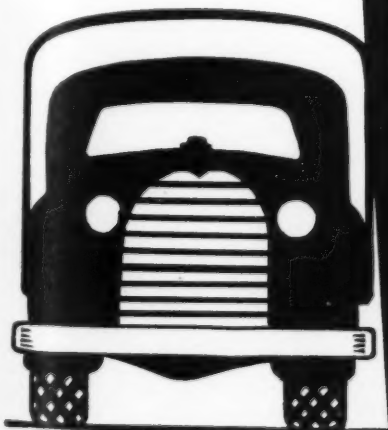
	1937 BEFORE	1938 AFTER
No. trucks	53	53
Miles per gallon of gasoline	10.1	13.2
Miles per quart of oil	96	141
Average payload in pounds	3,034	3,321
Average mileage per day	41	49
Average stops per day	31	42
Miles per breakdown	3.444	10.671
Operating costs per mile		
Gasoline	\$.0179	\$.0121
Oil and grease	.0028	.0017
Tires and tubes	.0046	.0040
Maintenance and repairs	.0481	.0241
Wages of drivers and helpers	.0975	.0819
Departmental overhead, including insurance, license, garage rent, accident repairs, depreciation, interest on truck investment and sundry expenses covering truck operation	.0462	.0423
Total operating costs per mile	\$2.171	\$1.661
Average savings per mile of operation	\$0.510	
Average savings per 1000 miles of operation	\$51.00	



## Before-and-after figures on truck performance

STATEMENT B  
HEAVY DUTY TRUCKS

	1937 BEFORE	1938 AFTER
No. trucks	44	44
Miles per gallon of gasoline	4.6	6.2
Miles per quart of oil	57.2	101
Average payload in pounds	11,826	13,673
Average mileage per day	78.4	91.2
Average stops per day	14	19
Miles per breakdown	7.410	21.003
Operating costs per mile		
Gasoline	\$.0391	\$.0294
Oil and grease	.0043	.0026
Tires and tubes	.0361	.0292
Maintenance and repairs	.0782	.0418
Wages of drivers and helpers	.1250	.1002
Department overhead, including insurance, license, garage rent, accident repairs, depreciation, interest on truck investment and sundry expenses covering truck operation	.0859	.0878
Total operating costs per mile	\$3.686	\$2.910
Average savings per mile in operation	\$0.776	
Average savings per 1000 miles of operation	\$77.60	



truck users who modernize their rolling stock because they are averages taken from companies operating under many different conditions but the figures do show substantial savings after modernization and should give national distributors and others utilizing trucks for long and short hauls plenty of food for thought and the

determination to check up on their rolling stock for the expressed purpose of weeding out the inefficient.

The type trucks used, the commodities hauled, the size of the business, the areas covered or the size of the fleet were not considered in this research. The main objective was to get factual data on the benefits derived from utilizing

streamlined rolling stock against the distressing effects on profits resulting from the use of obsolete equipment. We did differentiate in our computations between light duty and heavy duty trucks, the former usually covering congested centers with shorter hauls, the latter taking the highways on

(Concluded on page 80)



# CAN COMMON CARRIERS *Coordinate?*

Would Be Beneficial to the Carriers, to  
the Shippers, and to the Consumers,  
But the Factors Are So Numerous That  
It is Difficult to Say Where to Start

By MATTHEW W. POTTS



FOR a number of years, attempts have been made to bring about a coordination of common carriers. Plans have been evolved by the carriers themselves, by engineers and manufacturers, to build equipment which would be interchangeable and flexible so that it could be used to reduce the number of handlings required in distributing merchandise from one point to another.

It is a recognized fact that such a coordination would be beneficial to the carriers, to the shippers, and to the consumers, but the factors which enter into such a coordinated system are so numerous that it is difficult to say where to start.

The subject of materials handling and its many ramifications is beginning to cause consumers in industrial plants to develop their own methods of reducing the number of handlings, thereby reducing handling time and costs. *DandW* has featured a number of articles showing individual installations.

At the present time, some industrial plants are requiring manufacturers of their raw materials, also semi-finished or finished products, to pack them in a definite way, described in the Materials Handling Forum of *DandW*, for November, 1938, so that they can be quickly unloaded, placed in storage, and ultimately brought to the first point of use in the plant without handling and rehandling.

Industry in the future, will demand more of this type of service, and common carriers will have to start employing handling methods which will permit commodities to

be loaded at one point and distributed to any point, at least in the United States, without the necessity of rehandling (except in container units).

This is an economic necessity, and it is better for us to consider all of our types of carriers, and coordinate them rather than to continue cut-throat competition, and the duplication of effort where by everyone is working at a loss instead of a profit.

## Room for All

It will readily be agreed by all traffic men that each type of carrier has its field, in which it is best suited to work, whether it be railroad, motor truck, tractor-trailer, steamship, canal boat or lighter. Each has a definite field in which it is more economical to operate than some other means of transportation, and no one piece of apparatus can solve our entire transportation problem. Meeting on this common ground, the question to be answered is, why don't we get together and coordinate the common carriers?

It is going to be cited that a number of attempts have been made to do this without satisfactory results, and example after example can be shown, where such attempts have been made and have been proved uneconomical. Therefore, rather than to try to describe what has been done, suppose we consider the subject in retrospect, and see why these attempts have not been successful.

In the first place, practically

every attempt made toward coordination, has failed to take into consideration all of the operating requirements.

Secondly, each carrier insists that the apparatus be made to fit in with his present procedure, or method of operation.

Thirdly, there has never been one general idea of coordination accepted. Therefore, all attempts have been local—or hit-and-miss.

For a system of coordination to be practical, it must be simple, easy to operate, and so designed that it will take advantage of all of the possibilities of each type of carrier.

In the past, demountable truck bodies have been built and used. Container cars for certain commodities have been built and used. Container units which were interchangeable with rail transportation and motor trucks and trailers, have been used, but none of these have been successfully applied on a general national basis. WHY?

The main reason they have not been accepted is because of their intricacies, which require so much additional equipment in order for their successful operation that its very aim of trying to reduce costs is defeated, because of the large investment required in order to make it possible for this equipment to be used everywhere.

In the past, such apparatus has had such a multiplicity of mechanical devices; hoists, cranes, winches, push-and-pull bars, etc., required to take the container from one form of transportation to another. Because this equipment had to be duplicated at more than 1,000 points of use, the capital outlay necessary, even if savings could be shown over a period of years,



doomed such a scheme to failure from the outset.

Some of the container car ideas which have been put forth and set into operation have been designed to withstand the shocks of railroad shunting. The weight of these containers has been so heavy that it materially reduced the amount of payload that could be handled in the cubic contents when transferred to a motor truck or trailer, because of the legal maximum road limits imposed by various states. In other instances, the containers were built so high than when taken off freight cars, they exceeded the road clearance under bridges and trestles, when being transported by means of a carrier on the highways.

Other types of equipment have been designed, which are mechanically perfect, but the apparatus required to make them interchangeable not only is expensive, but the weight of the equipment for handling these containers is so great that it materially reduces the amount of payload that can be handled. In order to make profits, it is, of course, necessary to handle as big a load as possible, with the least amount of investment.

### High Center of Gravity

Attempts have been made to take existing trailer and truck equipment and run it on to standard railroad flat cars, but this gives a high center of gravity, and is not well suited to long hauls in fast freight.

As stated before, individual successful operations have been made, and these installations have worked out mechanically almost to perfection. Yet, we do not have general coordination of transportation.

It is, therefore, logical to assume that there is no present method of coordinated system of transportation which is acceptable to all. Right now there is need for such a coordinated system, and if all of the carriers involved could look at the entire picture, and be willing to make concessions, there is no doubt that a simple and effective method could be evolved. This would necessitate a very thorough survey, because if the idea is to be 100 per cent or even 90 per cent effective, container units will have to be developed so that they can be easily transferred from railroad to truck or from truck to steamer, or from steamer to lighter, and vice versa, without the aid of a lot of complicated mechanical equipment.

What mechanical equipment it is necessary to use in order to effect such transfers will have to be simple, and available in the smallest town and hamlet. The containers

will have to be built light enough to be handled by the present trucks available and without overloading, which would cause highway violations. They will have to be built so as to clear the present underpasses, bridges, etc., and designed in such a way that they can easily be picked up by ships, winches and the present cargo stowing equipment.

That the container idea is practicable, and that it can save money, has been demonstrated by a number of studies and surveys which have been made, and one completed recently showed that on an inter-coastal operation, if the right type of container could be developed, there would be a saving of \$2,000,000 per ship, per year. Such savings would be effected by quicker loading and unloading, and by reduced pilferage, less terminal congestion, and many other advantages.

If the right type of container were developed, it would be possible to use the railroads for the long haul, and the motor truck and tractor-trailer for the short haul. Railroads might consider the making up of special fast freight trains for the handling of container cars of lighter design than their present equipment. Such trains would not have to go through the system of shunting which requires heavy well-braced equipment.

By using the railroads on the long hauls, a lot of present congestion on our highways would be eliminated, thus materially reducing the necessity of building bigger and better highways to compete with existing means of transportation.

If the right container were developed, considerable advantages would be obtained by inter-coastal shipment, and by East and West Coast shippers, as the containers could be quickly transferred to ships, and from ships to motor trucks or railways.

In order to bring about this coordination, it is necessary for each type of carrier to eliminate selfish motives, and try to develop a system which will be beneficial to all. It is also going to be necessary to stop trying to develop equipment which is patentable, and therefore can only be manufactured by one company. The patented equipment is all right on small operations, but where a national transportation problem is involved it tends to restrict the adoption of such a system.

There are already too many patents and special features in this field, and what is needed is a simple and effective method of coordinating the common carriers.

### No Accidents

Forty-nine drivers of the Consolidated Cartage & Storage Co., Cleveland, were presented with safety awards at a banquet on Aug. 30. The awards were made by I. Bernstein, vice-president, in honor of drivers who have driven from 1 to 5 yrs. without an accident. It is stated that the company's drivers average 100,000 miles a month.—*Fiske*.

### Penna Puc Insurance Division Ruling Given

Here is an outline of a Pennsylvania insurance division ruling, interesting to motor truck operators:

Certificates and permits are automatically suspended immediately upon the expiration of insurance policies filed with the Commission. If insurance policies are not reinstated within 30 days, the certificate or permit automatically is cancelled. After cancellation a certificate or permit cannot be reinstated without formal application, filing fee, hearings and other details of obtaining a certificate or permit.

It is important to note that the Commission will not give advance notice of expiration of insurance certificates. Responsibility for maintaining proper insurance protection is placed directly upon certificate and permit holders.—*Lansing*.

### M-P Truck Route Application

The Missouri Pacific Freight Transportation Co., subsidiary of the Missouri Pacific Railroad, will expand its truck service to all points on the International & Great Northern Railroad division of the company, if its application, now pending with the Railroad Commission, is granted.

At the recent hearing in Austin on the application, witnesses pointed out that unless the proposed truck service is permitted, railroad freight depots in many of the smaller towns will be closed because of being unprofitable. Senator Albert Stone of Brenham, attorney for the railroad employees, said it is proposed to use the railroad facilities for the trucking service without additional cost to the public. Under the terms of the application, the truck line will be used to concentrate tonnage for the railroad.

Frank Rawlings of Fort Worth, representing competing truck operators, appeared in opposition. The next hearing will be held Oct. 4 at Tyler to take further testimony on the application.—*Hornaday*.

# TIRE CHAINS STOCKED HEAVILY

**A. W. Hill, President**  
Western Chain Products Co.,  
Chicago

**A**UTOMOBILE tire chains represent a product subject to seasonal demands, their sale depending largely upon the snowy, sleety, icy conditions of city streets and country highways. The manufacturer of tire chains is, therefore, obliged to maintain warehouse stocks in those particular sections of the country where cold and severe weather generally prevails during the winter months. To meet this periodic demand for the Wesco Tire Chains, the Western Chain Products Co., with headquarters in Chicago, carries warehouse stocks at such points as Albany, Atlanta, Baltimore, Boston, Dallas, Denver, Kansas City, Los Angeles, Minneapolis, New York

City, Oklahoma City, Omaha, Philadelphia, Pittsburgh, Portland, Rochester, San Francisco, and Seattle.

The stocks maintained at these various points may vary according to the general weather conditions in the territory they are planned to serve. Up in New England and across the northern states the demand for tire chains is greater, and larger stocks must therefore be carried at those points. While the company also manufactures a general line of commercial chain, only the tire chain is warehoused, the commercial chain being sold direct from the Chicago plant.

During the summer months the warehouse stocks are built up at the various points, after which the stocks are kept at the pre-determined level throughout the winter season. The warehouses dispatch a warehouse order form to the home office in Chicago each day as orders are filled. This depletion of stock is checked on a perpetual inventory and an additional supply of the necessary items is shipped to the warehouse at once to return the stock to its proper level. Sometimes it has been found expedient to shift portions of a stock from one warehouse to one in a neigh-

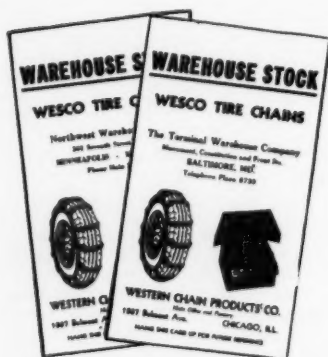
boring city to meet an emergency demand in some locality where a heavy snow is falling or is expected. Portions of stock from the Philadelphia or Baltimore warehouse points for instance, might be rushed up to Boston to meet an expected heavy New England demand, the Philadelphia and Baltimore stocks being replenished by prompt shipments dispatched from the Chicago plant. In this way the New England territory would receive much quicker service than if required to await shipments from the Middle West.

Although the company makes extensive use of highway trucks, even on comparatively long distance hauls, the railroads come in for a large share of tonnage. As is frequently the case, particularly when a region is blanketed with heavy snow and the temperature is hovering around the zero mark, speed is essential in the replenishing of rapidly falling stocks. This is of great importance, since the maintenance of these back-up or emergency stocks, as they are called, has often been an advantageous selling point in securing jobber cooperation in handling the Wesco line.

The Pacific Coast points are served by rail when time is a factor, but during the stock build-up period in summer, shipments are made on coastwise steamers through the Panama Canal.

Tire chains for passenger cars, as well as the emergency chains, are shipped in attractive counter display cartons, while the truck and bus chains are in heavy cloth bags. These are packed in wire-bound boxes of single ply veneer, using 4 to 6 strands of 14-gage wire, according to the size of the container. Some seven different sizes of these shipping containers are used, ranging in size from 16 to 41 in. in length; 14 to 16 in. in width; and 9 to 16 inches in depth. Two different types of fasteners are used for closing the boxes, some being equipped with the Rock Fasteners and others with the regular wire tie. These containers have been found sufficiently strong yet light in weight, thus keeping the shipping weight down to a minimum.

In selecting a warehouse point it is expected that the stock will serve the surrounding territory



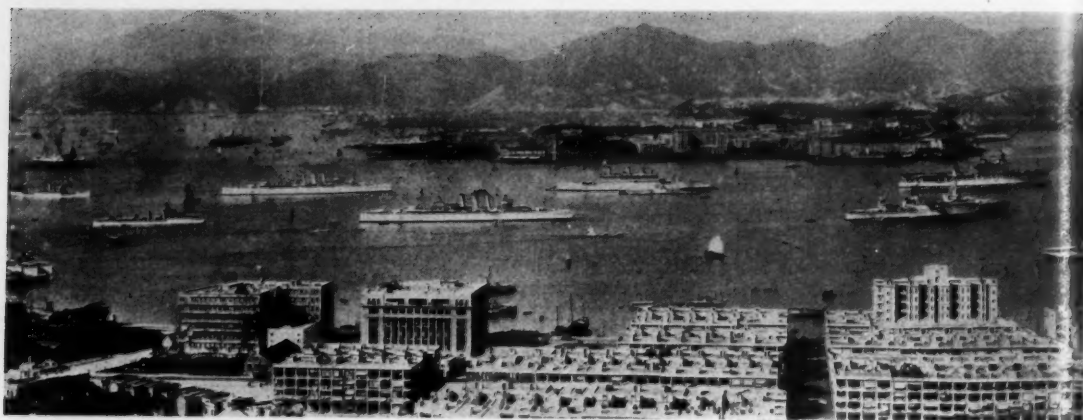
Jobbers' Stock Card Notice.

FACTORY WESTERN CHAIN PRODUCTS CO. CHICAGO, ILLINOIS						OUR	
WAREHOUSE ORDER FACTORY COPY						Date _____	
To _____							
Customer's Order No. _____						Shipped Via: _____	
QUANTITY ORDERED	QUANTITY SHIPPED	ORDER NO.	DESCRIPTION	PRICE	SPOTS BALANCE		

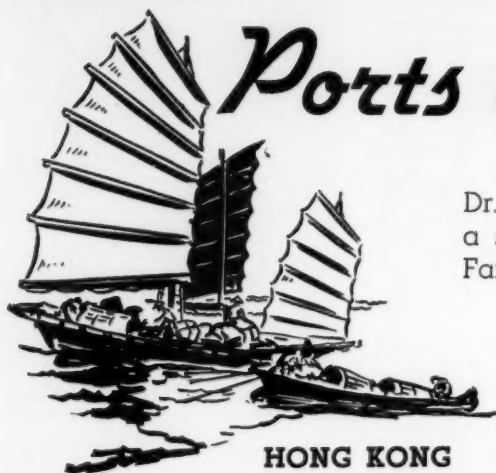
Warehouse Order Form. (Warehouse, Factory and Customer's Copies Are Used.)

### How the Perpetual Inventory Is Kept.





The Port of Hong Kong



# Ports of the Orient

Dr. Jacques C. Maguite, in a third of a series of articles tells of traffic in Far Eastern harbors . . .

and fuel. These are also the largest individual items of exports since most imports are destined for South China and adjacent markets. South China produce and manufactures are also exported through Hong Kong. The principal items are wolfram and other ores, wood oil, hides and feathers.

During 1938, due to hostilities, large quantities of Central and North China products also passed through Hong Kong, notably tea, ramie, bristles and egg products.

The Colony possesses a large sugar refinery, a cement works, a rope works, a coal briquetting factory, many Chinese knitting and weaving factories, soap and perfumery factories, glass-blowing establishments, cigar and cigarette plants of modern type, etc. The manufacture of lard is also an important industry. The Colonial Government owns the British Section of a single line railway to Canton.

Excellent dock and shipbuilding facilities exist in the Colony. The Hong Kong & Whampoa Dock Co.,

**H**ONG KONG, a barren island, was ceded by China to Great Britain in 1842. It has developed into one of the greatest ports-of-call in the world.

The harbor has an area of 17 sq. miles. With its diversified scenery and varied shipping, it presents an animated and imposing spectacle. The harbor consists of a stretch of water between Hong Kong and the mainland, on both sides of which are lofty hills. The city of Victoria is magnificently situated, the houses, many of them large and handsome, rising, tier upon tier, from the water's edge to a height of over 500 ft. on the face of the peak, while many houses are visible on the very summits of the hills.

In 1860, Kowloon, on the mainland opposite Hong Kong, was added by treaty and in 1898 a lease of 99 yrs. was given for an area behind Kowloon.

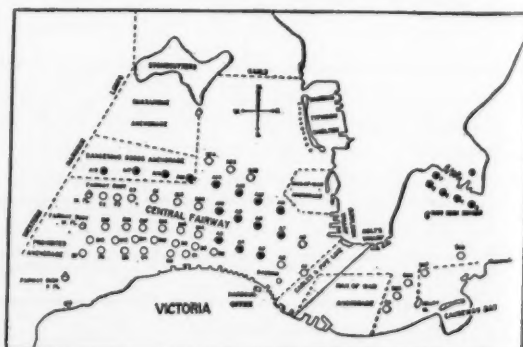
## Trade and Industry

Hong Kong is the center upon which converges for distribution the merchandise of the rich and densely inhabited territories of South China, and whence radiates a very large proportion of the products of the Western World destined for Oriental consumers, of which the neighboring province of Kwantung alone has 40,000,000 to provide for.

The varied products of the provinces and countries adjacent to Hong Kong find their way to the outside world through the well-established business "hongs" of the British and foreign colony. The total value of imports in 1938 amounted to \$618,000,000. Exports amounted to \$512,000,000.

The largest individual items of import are foodstuffs, piece goods, oils and fats, metals, Chinese medicines

Diagrammatic view of Hong Kong Harbor





Ltd., a British company, incorporated under the Hong Kong Companies Ordinance, 1865, has three establishments, one at Kowloon Docks, Hung Hom, another at Cosmopolitan Dock, Tai Kok Tsui, both on the mainland, and one at Aberdeen, on the south side of Hong Kong Island.

### Wharves and Godowns

Cargo is handled both in midstream and at wharves. In the former case, transit by means of lighter or native junk is the rule. Steamers surrounded five deep on either side by native craft are consequently a normal feature of Hong Kong Harbor.

The Hong Kong & Kowloon Wharf & Godown Co., Ltd., owns a water frontage 2,000 ft. in length at Kowloon, the total area of its property being 1,201,350 sq. ft. It has eleven berths capable of berthing steamers up to 730 ft. in length with a draught of 32 ft. at lowest spring tides. Light railway lines facilitate the transfer of cargo to or from transit godowns or from steamer to steamer at the wharves. A railway siding connects the premises with the Kowloon-Canton Railway. The company maintains a fleet of nine steam and motor tugs and launches and 113 lighters of from 50 to 250-ton capacity; its godowns (including separate buildings for extra-hazardous, hazardous and non-hazardous goods and bonded warehouses for storage and dutiable goods) have a total capacity of about 300,000 measurement tons. An open space (343,343 sq. ft.) is also provided for storage of timber and other cargoes not requiring cover.

The newer godowns are equipped with electric conveyors and electric cranes. Sixteen cargo cranes are operated on shore and five afloat, with a lifting capacity up to 25 tons. There is additional accommodation at West Point, the principal Chinese business quarter. A large staff of Swatow coolies, trained to handle cargo, is employed and housed by the company, which also maintains an effective force of detectives and watchmen to prevent robberies and pilferage.

Holt's Wharf has a frontage of 1,600 ft. and an area of 108,000 sq. ft. The storage accommodation comprises five, four and two-story warehouses with a capacity of 25,000 measurement tons. A fleet of tugs and lighters is also maintained. Both these wharves are connected by special siding with the railway.

In Hong Kong itself, adjoining the Chinese business quarter, the China Provident Loan & Mortgage Co., Ltd., owns and operates a range of 23 godowns, covering a water frontage of some 2,000 ft., alongside which there is sufficient water at all tides to accommodate Chinese junks and lighters. By reason of this, and of the close proximity of the coastal and river steamers and their wharves, these godowns are almost exclusively utilized for the storage of sugar, flour, rice and general Chinese produce, for which cargo discharged from ships in the stream is particularly favored.

The company operates as general bonded warehouse-keepers under license by the Hong Kong Government. It has set aside ample space for the storage of dutiable goods to provide facilities for the landing, shipping and transshipment of goods in bond.

With cargo delivered from transit godown, the system is for consignees to obtain agents' countersignatures to their bills of lading, after which the bills of lading, are stamped off for delivery at the godown office. Consignees then go to the godowns where their cargo is delivered to them. Seven days' free storage (not counting date of arrival) is allowed, after which overtime is charged. Only a portion of a steamer's cargo is taken direct by consignees from transit godowns, the balance usually being transferred to storage godowns under instruction from the consignees. The greater part of the merchandise is held under lien to the various banks. Warrants are issued from such cargo and the merchants issue delivery orders as and when required.

The average monthly charge for general cargo storage is from 72 cents to \$1.20 in Kowloon and \$1.44 to \$1.92 in Hong Kong.

### Other Port Facilities

The harbor has a depth ranging from 24 to 78 ft. L.W.O.S.T. The rise of tide is about 8 ft. O.S.T.

During the typhoon season there are special moorings and anchorages to which vessels can move with immunity from danger. A rescue tug, operated by the Harbor Dept., is always available to assist shipping during typhoon weather. Steam fire floats are also available and the harbor is efficiently patrolled day and night by water police launches. Competent pilots are available to meet vessels at either entrance of the harbor by day or night.

There are daily sailings by coastwise ships carrying cargo and passengers to all river and coast ports of Southern China and to ports in the Far Eastern trade, as well as almost daily departures by ocean steamers to overseas ports. Ample bunkering facilities are provided by private stocks of coal averaging 60,000 tons, of which one-third is North China coal, and the remainder Japanese and Formosan. The average stock of fuel oil for commercial bunkering is 55,000 tons. One oil company has berthing facilities for two vessels, and another company has one vessel alongside the oil installation, with a water depth of 28 ft. and 23 ft. L.W.O.S.T., respectively. Delivery can be given up to 600 tons an hour from wharf and 350 tons an hour from lighters.

A waterboat company, drawing its water from the government reservoirs, has a fleet of eight vessels carrying from 230 to 270 tons each. The average charge for water is 40 cents (later on 50 cents) per ton.

Stevedoring is in the hands of private firms. Charges average about 20 cents per ton for general cargo. The average rate of discharge of general cargo is 90-120 tons per hour. The wharves have 25-ton cranes.

A large number of motor boats, steam launches and sampans are available for communication between ships at buoys and the shore. A ferry service is maintained between Hong Kong Island and all parts of the mainland, also a vehicular ferry from Hong Kong to Kowloon.

### Harbor Charges

Buoys in the harbor owned by the government are as follows: 18 "A" class for vessels 450 to 600 ft. long; 28 "B" class for vessels 300 to 450 ft. long; and 5 "C" class for vessels less than 300 ft. long. The charges are \$16, \$12 and \$8 per day respectively.

The government imposes light dues of 2 2/5 cents per ton on all ocean ships, and 9/10 of a cent per ton on all river steamers which enter the waters of the Colony. The sterling value of the above rates at \$1 equals 1s.8d. is converted back into dollars at the average opening selling rate on London for the previous month. Charges for permission for ships of 400-5000 tons and over to work cargo on Sundays are as follows:

From midnight to 6 a.m.	\$25 to \$87.50
From 6 a.m. to 6 p.m.	50 to 175
From 6 p.m. to midnight	25 to 87.50

The government maintains a commercial wireless telegraph station at Cape D'Auilar which has an average day range of 500 miles, and a night range of 1500 miles.

The year 1938 once more showed a further decrease in the amount of shipping using the port of Hong Kong. Vessels employed in foreign trade entering and clearing showed a net decrease of 9112 vessels and 6,661,340 tons, while local shipping showed a net in-

(Concluded on page 84)

# ECONOMY IN MODERN DISTRIBUTION

## VI—Stone, Clay and Glass Products\*

The Sixth of a Series of Nine Articles That Will Point Out What the Major Industries Are Doing in the Field of Distribution, and What Changes Have Occurred in Practices in Regard to Retailing and Wholesaling. The First Article, Appearing in the May Issue, Covered the Food Industries. The Remaining Articles Will Consider the Following Industries: Iron, Steel and Allied Products, Non-Ferrous Metals and Machinery.

By JOHN H. FREDERICK

Professor of Transportation and Industry, School of Business Administration, The University of Texas

A COMPARISON of the methods of distribution used in 1929 with those used in 1935, by certain important groups of manufacturers of stone, glass and clay products, reveals some interesting and significant facts. These facts may be applied to at least the partial solution of some of the problems faced by these manufacturers in achieving economical distribution under modern conditions.

Chart I shows the primary channels of distribution used by the Stone, Clay and Glass industry as a whole both in 1929 and 1935. The most significant change indicated in methods of distribution is the marked increase in the use of manufacturers' own wholesale branches (accounting for but 4.9 per cent of total first sales in 1929 and increasing to 28.3 per cent of the total in 1935); and the corresponding decline in the use of wholesalers and jobbers (accounting for 49.8 per cent of manufacturers' first sales in 1929 and but 18.8 per cent in 1935). Much of this change is, however, more apparent than real since the Bureau of the Census found it necessary, in 1929, to combine sales of glass to manufacturers' own wholesale branches with sales of this product to wholesalers and jobbers to avoid disclosing the operations of individual concerns. This combination was not found to be necessary in 1935. The 1935 figure for this primary channel of distribution—on wholesale branches—as well as that for wholesalers and jobbers both in 1929 and 1935 must, therefore, be considered in the light of this explanation.

\*Table and charts in this article are based on statistical material in the United States Bureau of the Census publication, *Distribution of Manufacturers' Sales*, Census of Business, 1935, prepared under the direction of Dr. Frederick.

The other changes in the uses of primary channels of distribution by manufacturers in this entire industry group, which are most important, are the decrease in sales direct to industrial users (accounting for 36.3 per cent of total manufacturers' sales in 1929 and 31.6 per cent in 1935) and the increase in sales to retailers of all types, including chain stores (accounting for but 6.2 per cent in 1929 and 16.9 per cent in 1935). In the last case the 1929 and 1935 figures are again somewhat distorted by the necessity of combining sales of cement to retail lumber yards with sales to wholesalers and jobbers to avoid disclosure of operations of individual concerns in 1929, and sales of marble, granite and other stone, cut and shaped, in the same way and for the same reason, also in 1929. Neither of these combinations was necessary in 1935. But the distortion of these figures is not as great by this combination in either 1935 or 1929 as was the case of the use of manufacturers' own wholesale branches explained previously.

Chart II shows the primary channels of distribution used by manufacturers of glass in 1929 and 1935. This industry includes plants engaged primarily in making sheet glass, pressed and blown glass and glass containers. Nearly half, 47.1 per cent of their total first sales were made through their own wholesale branches in 1935. A certain part of 1929 sales were made in the same manner but could not be shown in Bureau of the Census statistics for the reason explained above. Sales to industrial users direct declined in importance comparing 1929 and 1935 (accounting for 38.7 per cent of total first sales in 1929 and 29.5 per cent in 1935). Sales to wholesalers and jobbers

Comparison Between Channels of Primary Distribution used for First Sales by Certain Manufacturers of Stone, Clay and Glass Products in 1935 with Those Used in 1929

INDUSTRY	PRIMARY CHANNEL OF DISTRIBUTION USED									
	Own Wholesale Branches		Industrial Users		Wholesalers and Jobbers		Own Retail Stores		Retailers	
	Percent		Percent		Percent		Percent		Percent	
	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Cement.....	23.9	6.3	25.5	16.8	24.9	76.9	....	....	25.7	(a)
China (Fired and Decorated).....	....	....	1.8	....	50.3	35.8	....	....	47.9	64.2
Concrete Products.....	2.6	3.0	65.2	79.2	10.7	17.8	0.5	....	9.8	....
Glass.....	47.1	(b)	29.5	38.7	14.7	52.9	....	0.5	8.5	7.9
Statuary and Art Goods.....	9.5	....	34.5	65.9	17.4	13.4	....	....	20.3	11.8
Pottery, including Porcelain Ware.....	5.4	14.8	20.2	18.5	38.7	42.5	0.8	....	34.5	23.8
Marble Granite and Other Stone Cut and Shaped.....	2.8	4.7	33.3	47.3	6.7	33.8	1.4	(c)	25.1	(c)
All Stone, Clay and Glass Industries.....	28.3	4.9	31.6	36.3	18.8	49.8	0.3	0.1	16.9	6.2
									4.1	2.7

(a) In 1929 the Census Bureau combined sales to retailers with sales to wholesalers and jobbers to avoid disclosure of the operations of individual companies.

(b) In 1929 the Census Bureau combined sales to own wholesale branches with sales to wholesalers and jobbers to avoid disclosing operations of individual concerns.

(c) In 1929 the Census Bureau combined sales to retailers with sales to wholesalers and sales to own retail stores with sales to own wholesale branches because of incomplete reports.

CHART I

SALES OF MANUFACTURERS OF STONE, CLAY AND GLASS PRODUCTS TO PRIMARY CHANNELS OF DISTRIBUTION

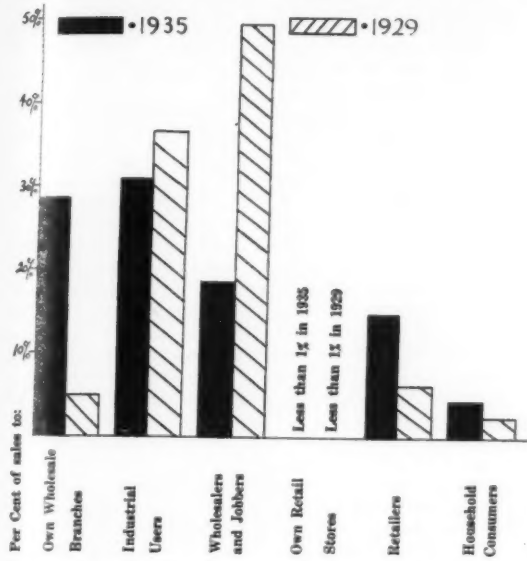
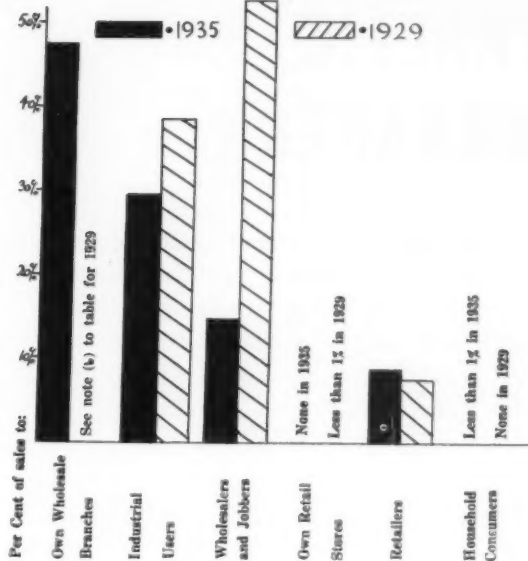


CHART II

SALES OF MANUFACTURERS OF GLASS TO PRIMARY CHANNELS OF DISTRIBUTION



appear to have declined greatly in this industry, comparing 1929 and 1935, but here the change is more apparent than real due to the Bureau of the Census having to combine sales through manufacturers' own wholesale branches with their sales to wholesalers and jobbers in 1929, in order to avoid disclosure of the operations of individual companies. Sales direct to retailers stayed about the same in 1935 as in 1929.

Chart III shows the sales of manufacturers of pottery, including porcelain ware. These plants are engaged primarily in making stoneware, red earthen-

ware, white ware, china, delft, Belleek ware, electrical porcelain, vitreous-china and semi-vitreous or porcelain plumbing fixtures. The outstanding change in the use of distribution channels indicated on the chart is the decline in the use of own wholesale branches (accounting for 14.8 per cent of first sales in 1929 and 5.4 per cent in 1935) with a corresponding increase in direct sales to retailers, including chain stores (accounting for 23.8 per cent in 1929 and 34.5 per cent in 1935). Sales to wholesalers and jobbers declined

(Continued on page 75)

CHART III

SALES OF MANUFACTURERS OF POTTERY (INCLUDING PORCELAIN WARE) TO PRIMARY CHANNELS OF DISTRIBUTION

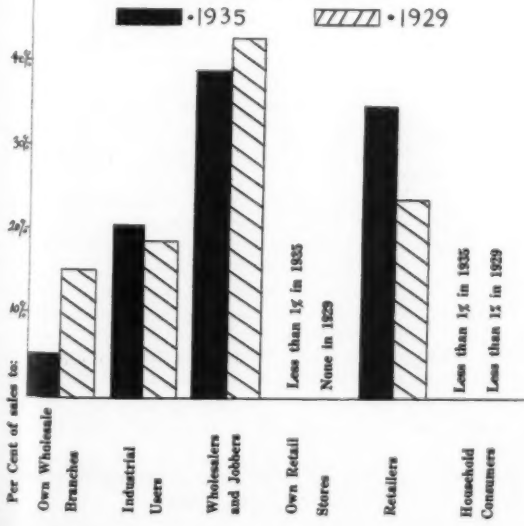
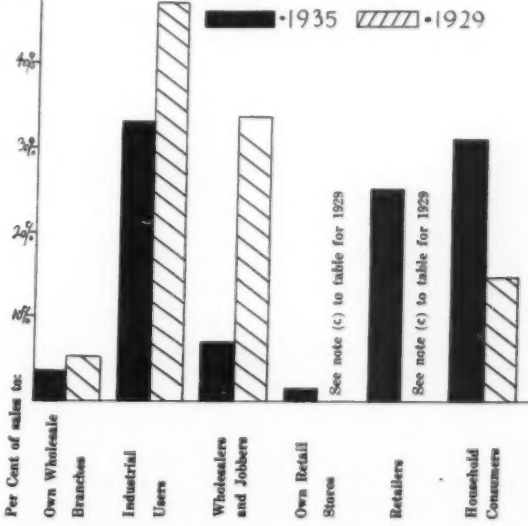


CHART IV

SALES OF MANUFACTURERS OF MARBLE GRANITE AND OTHER STONE CUT AND SHAPED TO PRIMARY CHANNELS OF DISTRIBUTION





# TRUE AND FALSE TRAFFIC MANAGERS

**F. A. Keeling in this article indicates the interest that has been created in the motor freight field for trained men and the need for an institute of traffic management.**

**T**HE owner of a midwestern motor freight company some months ago suggested to the writer that an article telling of the work of former industrial traffic managers, now engaged in the motor transportation industry, would prove that a real traffic manager is worthy of a professional designation.

That because of a costly experience with a supposed-to-be traffic manager, then later seeing what a real traffic manager can do, he was of the opinion that business executives should demand the protection of a professional institute of traffic managers patterned after the Institute of Accountancy.

To narrate this owner's experience with a pseudo-traffic manager seems unnecessary, as answers to questionnaires sent out by the writer to a large number of executives in the industry prove that his experience with self-styled supposed-to-be traffic managers is practically the same as was suffered by others.

In discussing the work of the real traffic manager now in charge of the owner's greatly enlarged operations, the manager of a competitive company informed the writer that the real traffic manager took over the remains of a rundown company and during the absence of the owner, who was compelled to live in the southwest because of ill health, he has made this company one of the best in the state.

I agree with this manager that a story captioned "True and False Traffic Managers" and a recital of the accomplishments of this real traffic manager, would be worth publishing in any transportation or business journal. However, an outline of what has been done must suffice for lack of space.

According to the manager of a competing company, this real traffic manager has proved his ability as—

- 1—An executive or president.
- 2—General sales manager.
- 3—Advertising manager.
- 4—Purchasing agent.
- 5—Claim agent.
- 6—Operations manager.
- 7—Office manager.
- 8—Instructor in traffic management.

In reply to the question "How did W. C. run the company in your absence," the owner stated, "100 per cent better than I could."

In a conversation with a commercial agent of this progressive company, the writer was informed that soon after taking over the management of the company, W. C. announced that a school of instructions in rates, the Motor Carrier Act, and motor traffic management

would meet 1 night a week. His reason for having such a school, he stated, was because too many commercial agents give out incorrect rate and route information to shipping clerks who do not have a tariff file. Overcharges because of such incorrect information often means the loss of a shipper.

Furthermore, the continued hiring and firing of commercial agents is bad advertising to the industry, for a fired commercial agent usually knocks his former employer and tries to drag shipper business from one company to another.

In answer to the question "Had his school proved successful?" the writer was informed that classes were now conducted on Tuesday and Friday nights and that employees of competitive companies had requested permission to attend. W. C. told his employees that if they would do their best and work with him, he would stick with them and help them in every way possible. The company now has real rate clerks at every terminal, its commercial agents don't have to come in every morning wondering if they still have a job, and every employee is sold on the company.

A commercial agent of another company stated that he guessed the only way to get on with the company was to wait until one of the employees died.

An outline of W. C.'s accomplishments was promised, but after hearing employees of this company tell with pride the work of their manager, it would be easier to follow the suggestion of the competitive company manager, and just write about this "real traffic manager."

That other owners and operators in all sections of the United States have had an opportunity to test the worth of a real traffic manager is evidenced in their answers to questions submitted in the questionnaire previously mentioned.

The work of a former industrial traffic manager, now vice-president and director of education for one of the largest motor transportation systems, was enthusiastically commented upon by an eastern executive who had lately returned from the Pacific Coast. "That man has done a remarkable job" said the executive. "His idea is that present day competition demands an efficient staff of qualified employees. Inefficiency within an organization can ruin a company more readily than competition from without."

The writer was privileged to examine a manual outlining the educational program of this company, and therefore agrees with the Eastern executive that the former industrial traffic manager, now a vice-president, has done a remarkable job.

The traffic manager of one of the largest motor transportation companies in the Central Motor Freight Territory, according to a letter before me, has caused the owner of his company to recognize the worth of a real traffic manager. A published report of the progress made by this company is indeed interesting.

This traffic manager likewise recognized the necessity of having an efficient staff of qualified employees, as is evident from the following statement taken from a letter in which he outlines the educational program of his company—

"An inexperienced employee in the trucking industry can do more damage than anything else, purely by reason of his lack of knowledge concerning the job which gives him his daily bread and butter."

As the local business schools did not offer courses in traffic management, this traffic manager also proved his ability as an instructor by instituting a company school. From an employee of a competitive company, the writer was informed—

1—That the majority of the employees of this company are definitely interested in studying traffic management.

2—That some of the office employees know more

(Continued on page 70)



# WATERWAYS AND TERMINALS

## Big Loss to Shippers in West As Result of Rate Boosts

Rate increases immediately put into effect on the declaration of war in Europe, raising freight shipping rates from 33 1/3 to 60 per cent from points in California to United Kingdom and the Continent, has raised a hot controversy between shippers and the steamship companies represented in the European Conference Lines.

The Conference rate structure included a 90-day notice clause. On the outbreak of war, this clause was ignored and the higher rates put into immediate effect. As a result, many shippers (particularly canners and dried fruit firms that ship largely on a C.I.F. basis) claim they have been left holding the bag and that they stand to lose vast sums. A number are claiming \$100,000 losses on existing contracts; some of the larger firms like Libby, McNeil and Libby, Calpak, etc., even larger sums. Shippers realize the necessity for higher rates, but the average shipper is upset over the Conference action in waiving notice. They are wiring the owners of individual lines asking for protection on current cargoes. Meetings are being held between the interested groups in San Francisco in an effort to arrive at a compromise. Some settlement was anticipated shortly.

New rates, which are for a tariff loading period of 30 days with a chance of further increases after that time, are as follows: From California to United Kingdom and Continent, 33 1/3 per cent increase; to Norway, Denmark and the Mediterranean, 50; and to Sweden, 60. Increases are in consideration of the European situation and the tremendously increased rates on hulls.

The Conference operating to the Orient on Pacific Westbound sailings, and lines operating to South America, both contemplate increasing rates. A 50 per cent increase to start with is anticipated. At time of writing, no action had been taken.

Lines operating out of San Francisco have ruled against transshipment; but if any should be persuaded to accept transshipment orders, an additional 50 per cent will be added.—*Gidlow.*

## Lake-Europe Trade Hit By War

"Great Lakes shipping, and particularly the direct overseas trade which has been built up to a new high this season, also is seriously affected by the European war. Conditions are similar to those of 1914, and it will be from 30 to 60 days before we can be certain of the conditions under which we must operate," says Norman Betzer, president of the Lakes-Overseas Shipping Corp., agents for the Oranje Line of Netherlands freighters. Prohibitive war risk insurance is a primary difficulty for all shipping lines, and the rates are now high and rising.

The Norwegian-America Lines has cancelled its through rates on cod-liver oil and fish items to lakes ports and effective immediately is increasing its rates from Norway to New York by 50 per cent.

The Fjell Line, in connection with its service from Norway to lake ports, is increasing rates 100 per cent.

Because of the war situation, the Oranje Line is elim-

## FEDERAL MOTORSHIP CORPORATION

1602 Marine Trust Bldg.

BUFFALO, N. Y.

522 Fifth Avenue  
New York, N. Y.

75 E. Wacker Drive,  
Chicago, Ill.

Contract carriers of freight  
between North Atlantic and  
Great Lakes ports.

## Southern Steamship Company

(The Only Coastwise Line Serving Philadelphia & Houston  
Exclusively.)

OPERATING FAST FREIGHT SERVICE BETWEEN

Philadelphia, Penna. and  
Houston, Texas

SAILINGS:

From Philadelphia . . . . . Wednesdays and Saturdays

From Houston to Philadelphia . Mondays and Thursday

**Low Rates Quick Dispatch Thru Package Cars**

GENERAL OFFICES:

1360 Broad Street Station Bldg., PHILADELPHIA, PA.

## INLAND WATERWAYS

and

## WATERFRONT TERMINALS

Your FREIGHT DOLLAR spent on waterways buys more transportation miles than any other routing. Correspondingly, the FREIGHT SAVINGS will maintain a spot stock of your products for the convenience of your trade in many American cities.

Write or Phone

**HARRY G. STOUFFER**

25 Beaver Street,

New York, N. Y.

Hanover 2-1172

inating London as a port of call, but will continue Antwerp and Rotterdam service in connection with its Great Lakes-Europe operation.

## French Newsprint Cargoes

The steamers William Hansen and Fana brought cargoes of French newsprint paper for direct discharge at Detroit and/or Chicago. These vessels, which are being  
(Continued on page 59)

# What's New in Road Transport

**Early Announcements of 1940 Truck and Trailer Models, New Equipment and Design, Reveal Much of Interest to Truck Operators. Other Announcements Will Be Published in Following Issues of DandW as They Occur. Accessories Also Included**

## New Fruehauf Flyer for Low Cost Operation

A new commercial trailer, known as the Fruehauf Flyer, is announced by the Fruehauf Trailer Co., Detroit. It is designed to meet the demand for city pick-up and delivery services. It is particularly designed to reduce cost in this type of work and has special advantages in economy for feeder lines operating from central terminals to smaller communities.

Built for operation with light, short wheelbase tractors, this new trailer unit provides speed and maneuverability. The manufacturer claims that it has all of the advantages in convenience and maneuverability of a small truck and yet operates at a materially lower cost. Its construction, which follows airplane engineering practice, results in a substantial saving in weight while at the same time strength is increased due to its frame-integral, tubular strut construction. It has a high net payload capacity (12,000 lbs.) making it ideal for both bulky and moderately heavy merchandise.

From the standpoint of construction, this new Fruehauf Flyer is modern in every respect. It is easy to service since it is made from built-up sections which are stocked for replacement purposes. It incorporates such Fruehauf features as interlock main and helper springs, rubber-mounted radius rods, I-beam axle and heavy-duty trailer brakes.

The tire equipment consists of 7.00 by 20 duals. The underconstruction is all steel while the floor is hardwood, tongue and groove. The panels are stretcher level steel with integral watertight mouldings backed by ¼-in. plywood. The roof is all-steel, rust-proof.

According to the Fruehauf organization, this new unit, in spite of its modern construction, is lower priced than any van-type Fruehauf trailer ever placed on the market. It has a distinct advantage for the export field in that it can be shipped "knocked down" and is easily assembled.



The Fruehauf Flyer is designed for city pick-up and delivery services and for feeder service.

## New Diamond T Cab-Forward Line

Two new 1½-ton models are announced by the Diamond T Motor Car Co., for which the company reports "a saving of nearly 3 ft. in wheelbase with practically no loss or disadvantage of any kind."

There is very little increase in height and only two low steps to the cab floor, as usual. Comfort and ease of handling are similar to the conventional models. The 60-in. steel cab is fitted with two large form-fitting individual seats, deep-cushioned and angled for the most restful driving position.

Model 306SC carries a gross rating of 11,000 lbs. and a base chassis price of \$775. The Diamond T-Hercules special 221 cu. in. CBQXC3 engine is standard equipment, with 10-in. clutch and 4-speed transmission. Maximum torque is 154 lbs. ft., and 69 hp. is developed at 3,000 r.p.m.

Model 404SC has a deeper and heavier frame and the larger and more powerful CBJXE3 engine, of 245 cu. in. displacement, 170 lbs. ft. torque, and 76 actual horsepower at 2,800 r.p.m. Chassis price is \$885 and gross rating is 13,000 lbs. Clutch is an 11-in. Borg-

Warner, and the helical-gear, 4-speed Spicer 2341 transmission is standard.

Engines of both models have the full Diamond T Super-Service specifications, including one-piece block of electric furnace chrome-molybdenum iron, full-depth cooling, Zollner 4-ring light alloy pistons, seven main bearings, all bearings precision-type and of heat-resistant cadmium-nickel, crankshaft fully counterbalanced and all journals surface hardened by the "Tocco" electric process.

Brakes are Lockheed hydraulic, with B-K vacuum booster optional at extra cost. Steering is Ross cam-and-lever, with roller bearing cam-follower. All springs are shackled with the Diamond T compression-type rubber bushings which require no lubrication at any time.

Controls are positioned for exceptional ease in use. The steering column is adjustable for angle, the rubber covered clutch and brake pedals and treadle type throttle are conveniently spotted at the exact position for effortless control. Hand-brake is of the pistol-grip type, located at the left side of the cowl.

Comfort and convenience are



Almost 3 ft. of wheelbase has been saved with no appreciable disadvantage in the Diamond T Cab-Forward 1 1/2-ton Model 306SC.

further served with a large cowl ventilator and individual crank control for both sections of the Vee-windshield and both door windows. Cab doors are hinged in front, as favored by drivers for easy backing.

Vision is particularly good. The Vee-windshields of safety glass are 16 1/2 in. in depth. They allow a wide arc and more complete view—the driver can actually see the road within a few feet of the front of the truck.

The floor is exceptionally "clean" and the driver enters or leaves through either door with ease. Gearshift control is conveniently placed, with the shifting tower between the seats, where it causes no interference.

Engine cover is low and almost flat. It is heavily insulated with rock-wool, as is also the toeboard, so that engine heat is fully excluded. Cab insulation includes heavy felt roof lining and thickly padded rubber floor mat in addition.

The cab is built of reinforced steel and is flexibly spring and rubber mounted to absorb vibration. Extra long 42-in. front springs carry hydraulic shock absorbers as standard equipment. Toolbox is conveniently placed under the right seat, storage battery under the left.

Accessories and instruments are unusually complete, with all dials grouped in the De Luxe instrument panel. They include a cigar lighter and electric clock, push-button starter and a remote control fuel and oil gauge.

The engine cover is held in place by three spring fasteners—instantly removable. There is a removable inspection plate in the sheet metal on each side of the radiator, and the entire toeboard lifts out for major servicing.

Equal care has been taken to secure the full advantage of the

short wheelbase. Special front axles have an extra wide track, and allow the full range of the steering gear. Actual turning

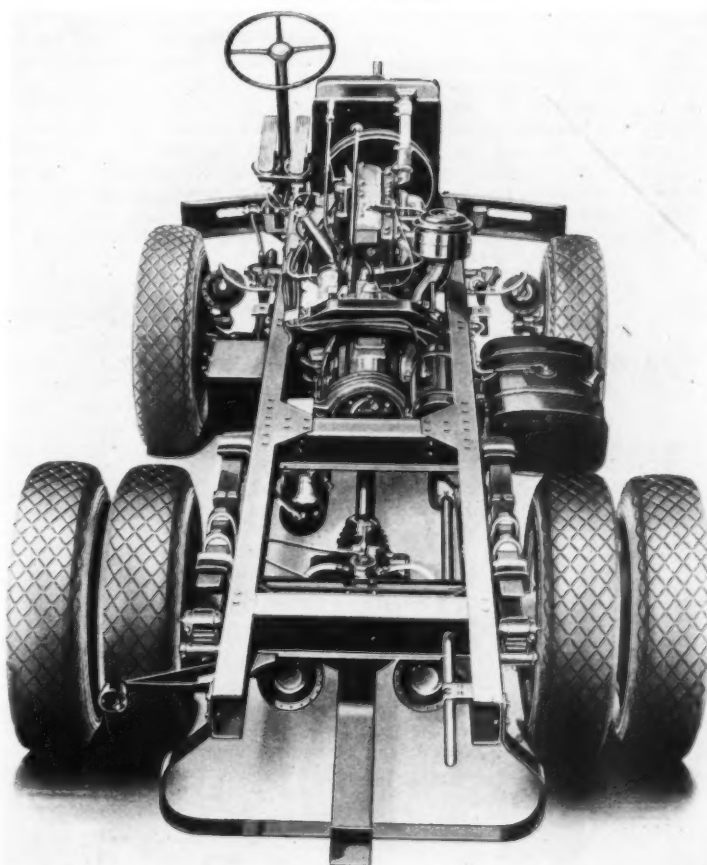
radius for truck and 13-ft. body is less than 24 ft.

Both trucks are built in a range of wheelbases, to accommodate bodies up to 16 ft. in length. The advantage of the cab-forward design is naturally greatest in city delivery and heavy traffic, but Model 404SC is also designed for general tractor-trailer service and inter-city hauling.

### Sterling's New J and H Line of Trucks

The Sterling Motors Corp., Milwaukee, Wis., has brought out a new line of truck models, styled J and H. The J model embodies refinements in construction and appearance usually desired by operators of transport trucks. The H type, though best adapted for dumping work and off-highway operations, is frequently preferred

### New C.O.E. Internationals



International Harvester is entering the heavy-duty cab-over-engine field with four models ranging in capacity from 12,300 to 18,900 lb., including cab, body equipment and payload. They can be used as straight trucks or truck-tractors, being especially adapted for work where short over-all length is an operating or legal necessity. The engines are of the valve-in-head 6-cylinder type. Model DR-700 with capacity rating of 18,900 lb. is shown above. A full description of all models will appear in the November DandW.



by some transport operators because of its sturdiness and because the front axle is set back to give shorter overall length.

The J model is featured by its sturdy construction and simplicity in design. The fenders are made of heavy gauge steel and are readily removable. The hood is gracefully formed and securely held in position by means of heavy-duty hood latches. The radiator grille is smart in appearance and is finished to match the trim on the hood sides. The streamline cab is equipped with a two-piece, V-type, sloping windshield to give maximum visibility. Shatterproof glass is provided in all windows. The fuel tank is mounted at the frame side under the runningboard apron.

Three men can ride comfortably in the cab which is equipped with sponge rubber and leather upholstered deep seat cushions and a lazyback which can be adjusted. Large cowl ventilators and adjustable windows in the doors and rear of the cab provide ventilation. Document pockets, coat hooks and a floor dimmer switch are equipment features.

Woodlined frames and bolted construction are other features of these new models. The woodlined frame is advantageous because of its greater shock-absorbing qualities — bolted construction, 2-in. bearing surfaces for bolts, increased frame strength and rigidity, lower maintenance costs, im-



The Sterling Model JD137-HB has been designed for long distance hauling.

proved driver comfort, and sound-deadening qualities.

The gross ratings range from 18,000 to 80,000 lbs. A wide range of models is available with final drives of either bevel gear, double-reduction, or chain drive. In addition to four-wheel chassis, six-wheel chassis of either two or four-rear wheel drive are available. Diesel engines are furnished as standard in four and six-wheel chassis.

In addition to the conventional types of chassis, Sterling has a complete improved line of cab-over-engine models, available in all forms of drive and gasoline or Diesel powered. Capacities range from 18,000 to 60,000 lbs. gross.

An outstanding feature of the Sterling COE models is the forward tilting cab which permits easy access to the engine and its accessories.

### "Shiftoguide" Now Standard on Ford Trucks

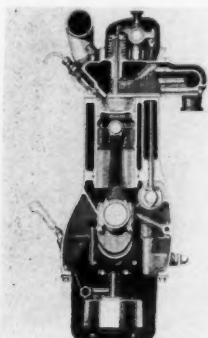
The Ford Motor Co. has made the Shiftoguide speedometer standard equipment on its regular and cab-over-engine trucks, except  $\frac{3}{4}$  and 1-ton models.

The new instrument eliminates guesswork in gearshifting and does virtually everything that a tachometer would do for the truck operator, according to tests.

## New Equipment for Better Operation and Maintenance

### Waukesha Multi-Fuel Engine

The Waukesha Motor Co., Waukesha, Wis., has a new line of multi-fuel, poly-cycle engines intended for use with oil, gasoline, butane, or producer or natural gas.



Every engine in this new series is convertible after its manufacture by simply changing the fuel burning accessories.

It was discovered after nearly

10 yrs. development and refinement of the Hesselman type of spark-ignition oil engine for industrial purposes that by a rearrangement of the manifolding and a relocation of injection and spark plug equipment this oil engine could be equipped with carburetor and become an efficient gasoline engine. Its weight as an oil engine is only a few pounds greater than when it is used with gasoline as a fuel.

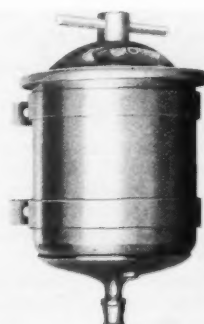
Among other advantages claimed for these engines are reduced maintenance cost because of the interchangeability of service parts as between gasoline and oil engines and the large quantity production. All of the major parts are the same whether the engine is an oil or gasoline type.

### Oil Filter Element for Diesel and Gas Engines

Motor Improvements, Inc., Newark, N. J., has brought out a new replaceable element lubricating oil filter which extends the

crankcase filtering capacity range of this type Purolator. The new type, known as the N-29, provides twice the filtering capacity of the N-19, formerly the top size of the replaceable element type.

It is recommended for Diesel engines having crankcase capa-



cities of from 11 to 20 qts. When installation is made on gasoline engines, crankcase capacities up to 30 qts. are filtered.

The replaceable element is of



the depth type and employs new patented principles that permit distributing the oil throughout all of the filtering material. By utilizing all the filtering material, a fine degree of filtration is obtained and at the same time the filter element is enabled to filter from the oil and retain a greater amount of dirt than usual.

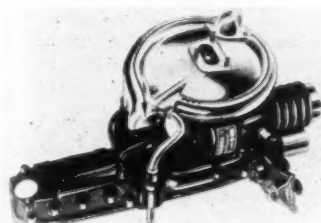
### Two New Cummins Diesel Engine Models

The Cummins Engine Co., Columbus, Ind., maker of Diesels, has brought out Model AA of 4 and 6-cylinders, for trucks of medium duty, and Model HBS-600, 6-cylinder and supercharged, for long distance motor freight hauling and for loads of 25 tons and over.

Model AA Cummins Diesel has a 4-in. bore and a 5-in. stroke. The 4-cylinder engine has a piston displacement of 251 cu. in. and a rating of 66 hp. at 2,200 r.p.m. The 6-cylinder engine has a piston displacement of 377 cu. in. and a rating of 100 hp. at 2,200 r.p.m. The 4-cylinder engine weighs 1,100 lbs. and the 6-cylinder, 1,500.

### Supercharger for Ford Trucks

A moderately-priced supercharger for Ford trucks using the 95-hp. V-8 engine has been introduced by the McCulloch Engineer-



ing Co., Milwaukee, Wis. Increased power without material increase in weight are claimed to enable faster schedules.

The supercharger is merely a pump used to increase the amount of gasoline and air mixture which enters each cylinder during the intake stroke of the piston. It is installed easily between the carburetor and the intake manifold and, it is stated, does not change the engine's basic engineering.

The company has also introduced a supercharger for the new Mercury cars. It is reported that with its use gas-mileage has been increased from 7.3 to 18.7 per cent. Power loss has been cut particularly in mountainous regions where it has been found that each 1,000 ft. of altitude reduces engine efficiency from 3 to 5 per cent.

### Buda Hydraulic Diesel Nozzle Tester

The Buda Co., Harvey, Ill., maker of truck engines, is also producing a nozzle tester for Diesel



engines, designed to eliminate the usual delays when cleaning and adjusting are necessary. The tester is only 10% in. high and weighs 12 lbs. It can be permanently fastened on any work bench, or, if it is to be used on the road, can be easily carried in its special carrying case, and clamped down whenever it is to be used.

No technical knowledge is necessary to operate the tester which can be used on nozzles manufactured by Bosch, Timken, Deco and others.

### New Goodyear Truck Tire, the YKL

The Goodyear Tire & Rubber Co. announces a new truck tire, the YKL, long in development and exacting road tests to give a record for long, trouble-free service on fast, long-distance road transport work. It has been designed and compounded to meet conditions where high speed, heat and bruising



are major factors in shortening tire life.

Exclusive features of the new tire are first, that it is made of Rayotwist cord, spun from rayon. Second, the tread is new, with deeper non-skid and thicker under-tread for longer wear and traction. Tread contact is 12½ per cent greater because design is flatter,

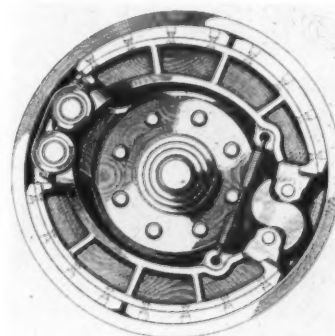
and with tougher rubber compound, tire wear is claimed to be naturally slower. Center traction, meaning grip in the center of the tread design where it is most needed, and double shoulders aiding slower, more even treadwear, are also important points.

Third construction point of interest is the multiple compounding. This provides better distribution of the stresses between the body and tread and is thus claimed to prevent tread separation and greater resilience to repeated blows of the highway at fast speeds.

The new model is available in all balloon and high-pressure sizes. The YKL is the latest addition to the Goodyear line, other new models being the Hi-Miler for general truck and trailer service; the All-Weather for severe traction conditions, and the Marathon, brought out earlier.

### New Timken Trailer Power Brake

The Timken-Detroit Axle Co., Detroit, has brought out a new power brake designed exclusively for trailers. Economy, efficiency and long life are stressed. Rapid dissipation of heat, producing less brake lining wear, has been the prime objective in its design and



this has been accomplished by reducing the diameters to 16½ in. The increased space thus provided between the drum and the 20-in. tire rim allows greater circulation of air for cooling.

To prevent too rapid contraction and expansion of the drum metal, causing checking and fatigue, and to provide increased rigidity to reduce distortion to a minimum, the Timken "P" series brake drum rims are provided with more "mass." This gives rapid conduction of heat from under the tire rim.

Wider brake liners increase the braking area and are available in 4, 5 or 6-in. sizes to be chosen for the rated axle capacity. Wider

liners increase the surface area in contact with the drum and permit a lower pressure per square inch of surface, resulting in longer liner life and a reduction in "fading."

Other features include the use of Meehanite castings under a process that controls consistency in casting iron alloy and gives a tough and wear-resistant structure. The shoes are cast of high tensile iron and are of truss design for rigidity and strength.

Timken "Econoliner" make it possible now to minimize the waste of throwing away a good proportion of the unused brake liner material when uneven wear has occurred. Practically all the liner can now be used, the greatest thickness being provided where it is most needed. Instead of being bolted, these liners are riveted, permitting them to be worn down farther before replacement. They are ground to fit.

#### SKF Red Seal Bearing

SKF Industries, Inc., Philadelphia, has brought out a line of sealed ball bearings. The seal used in these bearings is one that can be applied to bearings having



a standard single row S.A.E. dimension of bore, inner and outer race width, which up to the present time has not been possible except through the use of small balls and, consequently, loss of bearing capacity.

This development has been evolved by departing from the conventional stuffing box type of seal in favor of modern air-cleaner principles sealing against dirt by the felt fibre contact on the polished surfaces of the inner race, and by the utilization of the natural tendency of deflected felt to resume its original flat shape.

Tests indicate that the new seal retains the bearing lubricant and excludes any dust or dirt with less friction drag. The bearing is suitable over a great range of speed and available for shafts up to approximately 1 in. in diameter.

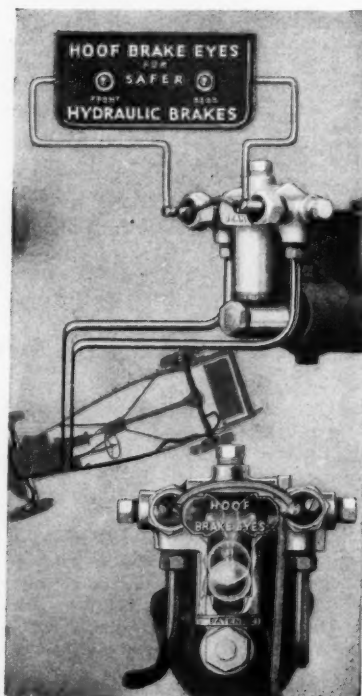
#### Motor Mile Recording Tachometer

Stewart-Warner Corp., Chicago, has brought out a tachometer that records the engine r.p.m. on a dial in full view of the driver, thereby giving him the opportunity to secure high engine efficiency and resultant fuel economy by keeping his engine speed within the limits determined at the factory for greatest torque.

On the face of the dial there are two red pointers which are set to indicate the economy range of engine speeds. Also on the face of the instrument there is an odometer that indicates "motor miles." It actually shows the total number of miles the engine has run and is claimed to be the only accurate basis for determining the exact amount of work the engine has performed. This mileage recording will be greater than that shown on the speedometer, due to low gear work speeding up of the engine.

#### Hoof Brake Eyes

Hoof Products Co., Chicago, has brought out a device called the Brake Eye that is designed to prevent hydraulic brake failure. This automatic control, available for trucks and trailers, locks out the defective system, a leaking or broken fluid line or wheel cylinder that has failed—leaving two good brakes instead of none as would be the case if the vehicle were without this protection.



An indicator on the dash warns the driver that he has had a brake line or wheel cup failure and shows him where it has occurred, front or rear.

#### Aro Pneumatic Tool Kit

Aro Equipment Corp., Bryan, Ohio, has introduced a kit of pneumatic tools especially suited for shop repair service. The kit weighs only 14½ lbs. and includes a small powerful air motor which, with simple attachments also included, may be quickly assembled to form seven complete essential shop tools to be used in a large variety of



jobs. Pneumatic drilling, sanding, polishing, buffing, sawing of holes, and grinding, are listed as shop operations that can be performed through use of the tools provided in the kit. The r.p.m. of the grinder and other tools can be adjusted to any speed needed.

#### Thermoid Custom Brake Block Sets

The Thermoid Co., Trenton, N. J., has added to its line of braking materials for motor trucks a custom brake block set designed to supplement the Thermo-block line for servicing motor trucks, particularly those between 1½ and 4-ton capacity. The materials used in these sets include seven different frictions to assure best results on each of many specific applications. Thermoid now has a complete line of braking materials for motor trucks of all sizes.

#### O'Brien Synthetic Colored Enamels

The O'Brien Varnish Co., South Bend, Ind., maker of patented Thermolyzed tung oil finishes, has brought out a new line of synthetic colored enamels, called Flexico fleet enamels. These are designed primarily for spraying, but, because of their formulation, may also be brushed on fairly large surfaces.



# LETTERS TO THE EDITOR

## DandW Directory a Big Help

*DandW* is what the energetic, up-to-date and ambitious traffic manager needs. The news, editorials and information are published in such plain language that the average layman can understand same and that is what we like in particular.

Another feature we like is the Annual Shippers' Directory, showing the names and addresses of various storage warehouses, also details regarding the worth of these individual storage companies to the shipper. The Directory has been a big help to us and we hope that in time you will see to it that all storage warehouses are listed, with the necessary information regarding the individual warehouses.

The writer has been reading *DandW* for years and as the magazine gets older it becomes more and more necessary in matters of transportation in our business.

Your effort towards placing traffic management on a higher plane as a profession is certainly commendable.—N. Nightingale, Traffic Manager, Hill Packing Co., Topeka, Kans.

## Institute Would Be Boon to Traffic Profession

I HAVE been for some time reading various articles which have been published in *DandW* with reference to raising the status of the traffic manager to a real profession. It seems to me that a professional institute of traffic management would be one of the greatest boons to traffic managers that could possibly come about.

I do not know of a single institution that has devoted so much time and attention to the promotion of this field of endeavor as has *DandW*. I am equally certain that another periodical, with less understanding of the problems of the traffic manager, could not have assisted as you have in the program of bringing about the present encouraging interest in bettering the traffic profession. As a traffic manager, I personally want to thank you for fostering our cause.—H. W. Ellsworth, Secretary, Utah Traffic Managers Council, Salt Lake City, Utah.

## Thanks Mr. Lytle

BEING greatly interested in the efforts being made to form an American Institute of Traffic Management, I am much concerned in the important part you, through your pages, are taking in this work.

The professionalization of our work must proceed slowly, and only through editorial backing such as you are giving us can we hope to have it proceed surely.

The respect which its readers hold for *DandW* assures the traffic institute movement sincere attention.

For the space you have given the idea, and the enthusiasm you are putting into its presentation, please accept my sincere thanks.—R. D. Lytle, Office of Traffic Manager, North Pacific Millers' Assn., Tacoma, Wash.

## Orchids to Legal Editor and DandW from Ambrosia

THANK you very much for your opinion regarding "State Taxes on Warehouse Stocks." (See page 29, September issue of *DandW*).

It has been particularly helpful to us in the charting of our future use of public warehouses for our merchandise throughout the country.

*DandW* has been of great help to us in the past and in return we have, where possible, selected the services offered by their advertisers and will most certainly continue to do so.—W. J. Atkins, Traffic Dept., Ambrosia Chocolate Co., Milwaukee, Wis.

## Legal Recognition of T.M.'s Needed in Every State

I WANT to congratulate you upon your commendable efforts to raise the status of traffic management to the level and standards of other professions. The professionalization of the industrial traffic managers of America should be on the "must" list of our further economic development, because in the economic dream our industrial traffic managers are indeed the leading actors.

Your magazine has become the champion of this worthy cause and you are performing a signal service not only for the individuals who make up the group affected, but also for the improvement of that essential element in economics we know as distribution.

The Keeling articles have been finely written and represent an able presentation of the case for industrial traffic managers. Your magazine has truly lifted the cause to a high plane. It is now up to the industrial traffic managers to keep it there and go forward to the ultimate victory by obtaining legal recognition for their profession in every state of the Union.—L. D. Hill, Instructor in Transportation, Texas Christian University, Fort Worth, Texas.

## Warning to Rails on European Shipments

Railroads have been notified by officials of leading steamship lines to exercise strict caution in the issuance of uniform export bills of lading. They have been asked to make certain that the bills of lading cover shipments against which a bona fide steamship contract has been issued.

It was pointed out that due to the cancellation of numerous sailings in consequence of the war outlook, the rail carriers face the possibility of serious difficulties in the issuance of export bills of lading on shipments not specifically booked by the steamship carriers.

## New Raw Silk Rate Proposed

The Central Freight Assn. has received a proposal from Eastern raw silk consumers for a rate of \$1.16 per 100 lbs., minimum 30,000 lbs., on freight train movement from Chicago to New York, this rate to be predicated on a released valuation of 50 cents per pound.

A proposal is pending before the Transcontinental Freight Bureau for a 30,000-lb. carload freight train rate on raw silk of \$2 per 100 lbs. from Pacific Coast ports to rate basis 3, A, 4, 5 and 6 points and subject to a release valuation of 50 cents per pound.



# IN THE *Cold Storage* FIELD

## Crystal Form or Briquet Ice Packing Welcomed by Shippers

SHIPPERS of food in carload lots, requiring icing, have welcomed a method of refrigeration that does not, in most cases, require replenishment of the ice, over long distances. This is a form of ice packing that comes in tiny crystals, not more than 0.003 in. in diameter, either used as such, or made into briquets by a simple method. The briquets measure about  $3\frac{1}{2}$  by  $3\frac{1}{2}$  by 6 in., in the largest sizes, and weigh up to 1.6 lb. each.

When shipments are iced with this method, the shipper saves in re-icing expense along the way, and the railroad welcomes that method, as it avoids delays en route. Most cars so refrigerated are merely inspected at certain points, without going to the expense and trouble of re-icing.

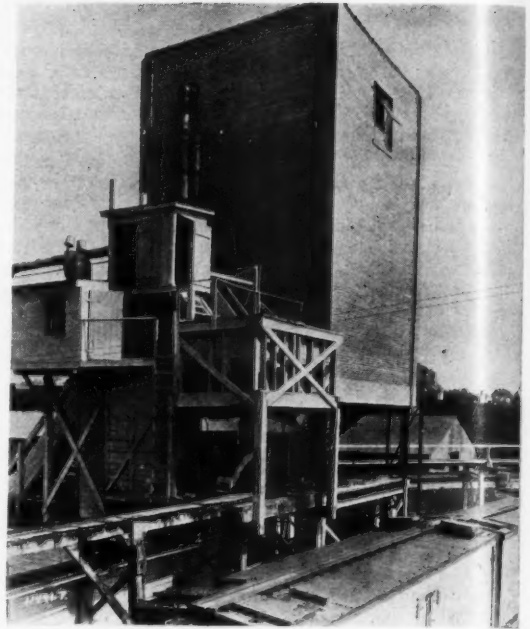
The ice briquets are made under a pressure of about 17 tons and, unless sub-cooled, have the same b.t.u. value as can or crushed ice—144 b.t.u. per lb. This form of ice packing flows freely from storage bins (one of the more elaborate ones being shown in one of the illustrations). The briquets are spouted in the refrigerator car, or can be put into the car with the use of moveable buckets.

The ovoid shape gives the briquets a minimum of contact points, insuring a maximum of melting surface. The overhead storage bins are usually made of steel or brick, with a cone shaped bottom. In the illustration, the briquets are made in a machine located on one of the upper floors of the building, an overhead conveyor carrying them to the storage bin. Where storage space in the building itself is available, the briquets can be conveyed direct to the railroad cars through suitable spouts.

In the original form, ice crystals, shippers of fish find a form of refrigeration that also does not require



Crystal form of ice packing for shipping fish.



A typical storage building for ice briquets.

replenishment, even over long distances. Containers can be closed without requiring inspection after being iced. This method is illustrated herewith.

The ice crystals, the original form of the ice before being made into briquets and frequently used that way, are produced in refrigerating machinery similar to that in common use, with modifications. An evaporator forms the ice coating on a series of double-walled rings, absorbing the heat the same as the low side of any refrigerating system. A cylinder in the machine, formed by successive turns of square-sectioned aluminum tubing wound to the required diameter, has ammonia expanding through the tubing which refrigerates the inner cylinder surface. Ice is formed by water sprayed on the inner surface of the freezing cylinder through spray headers mounted on the rotor and is immediately formed into a thin layer of ice. As fast as the ice is formed it is removed in the form of small crystals by special blades also mounted on the rotor of the machine. The ice crystals fall by gravity to the storage bin and are leveled off by an automatic device.

The water from the sprays, which did not freeze, drains through a perforated false bottom in the storage bin. It is recirculated by a pump driven by the same motor on the unit which drives the rotor for the ice maker.

It has been estimated that under certain conditions these briquets cost about \$1.12 per ton. Large shippers using this form of ice packing in railroad cars indicate that there is no drop in efficiency of refrigeration even in the hottest months of the year. Frequently the shipments are destined to states where the heat is greater than in the yards from which the cars originate.—Hubel.

(Continued on page 47)

# Factories ON THE MOVE

A NEW \$500,000 cork products plant of Mitchell & Smith, Inc., which has been under construction at Norfolk, Va., for the past 6 mos., expects to begin operations in full within a short time, according to an announcement by R. P. Champney, vice-president and general manager of the company.

It will be the third plant that the company, a Massachusetts corporation, is now operating. Its major plant is in Detroit, and another, smallest of the three, is at Fall River, Mass.

For the present, Mr. Champney said, the plant will process raw cork to a semi-finished state and ship about 80 per cent of its production to the Detroit plant for finishing. Later, it will begin the manufacturing of the finished product, and its output will be shipped directly from Norfolk to accounts on the Atlantic, Gulf and Pacific Coasts, as well as to foreign countries.

The plant is situated on the Norfolk & Portsmouth Belt Line Railroad, at Hampton Boulevard, which gives it transfer facilities to any of seven rail lines serving the city, and to any of the various piers and warehouses. It is situated less than a mile from the Army Base warehouse terminal for both inland and overseas shipments.

The establishment of the Norfolk plant means that all of its raw materials formerly brought in through the port of New York will be imported through Norfolk. It buys raw materials from Portugal, where it has a main office, and from a number of smaller sources, such as Algeria, Morocco, Tunisia, Sardinia, Corsica and Sicily. A fair percentage of its raw cork comes from Spain, also. The world's yearly supply is about 350,000 tons, of which the United States takes more than half.

The company had 700 tons of raw cork due in Norfolk on Sept. 10 aboard the Italian ship *Monstella*, from Portugal. If need be, it may import as much as 2,500 tons in one shipment. Present European conditions have confused its incoming shipments since it uses Italian lines.

The operation converts raw cork into gaskets, oil seals, insulation boards, novelty items, isolation mats and other products used in the automobile, textile, shoe, cold storage and allied industries. It also manufactures composition cork products and various grades of granulated and re-granulated cork.

Mr. Champney will remain at the plant about 8 mos. of the year but the resident manager will be I. H. Judd, who has been assistant engineer to Mr. Champney in Detroit.

F. Robins Mitchell, of Detroit, is president of the company. It was chartered 30 yrs. ago, and has been manufacturing but 20 yrs. of that time. Previous to its manufacturing career, it was a company of manufacturers' agents.—*Tilghman*.

With flax harvest from 42,000 acres in Imperial Valley running 20 bushels to the acre, California Fiber Corp., El Centro, Cal., has gone on a year-round operating basis. The firm has been on a part-time basis during the past 2 yrs. Launched in 1937, shortly after the discovery of a process for making cigarette paper from flax fiber by a new chemurgic process, the firm treats otherwise worthless flax straw, removes the fiber, and ships to a North Carolina mill for processing into cigarette tissue. Last year 5,000 tons of straw were treated,

with the production this year estimated at approximately 35,000 tons.—*Herr*.

Freuhauf Trailer Co. of California has bought 8 acres of land at Fruitland and Boyle Ave., Los Angeles, and will construct a factory building of 100,000 sq. ft. of floorspace to allow for increased production of its line of heavy duty trailer units. An expenditure of approximately \$250,000 is involved.—*Herr*.

An area of 150 acres is involved in the tract at Imperial Blvd. and Prairie Ave., Hawthorne, Cal., on which Northrup Aircraft, Inc., proposes to build a new \$325,000 factory for making military and commercial planes for the American and export market. The firm purchased 72½ acres of the tract for a consideration of \$45,000, while the city of Hawthorne agreed to provide the remainder of the 150 acres as a landing and testing field. John K. Northrup, president, issued a call on Sept. 8 for general contract bids for erection of the plant. Structural steel contracts with a 60-day completion clause were awarded Bethlehem Steel Corp. the previous week. Completion of the plant is expected before mid-December.—*Herr*.

Food Machinery Corp. has completed negotiations for the purchase of the Kimball-Krogh Pump Division of Victory Equipment Co., Los Angeles and San Francisco. Kimball-Krogh manufacture agricultural and general-purpose pumps.—*Herr*.

Cleveland, O., has been chosen as sales headquarters of California Olive Growers, Inc., a non-profit co-operative organized at Lindsay, Cal., in August to process and sell bulk home-cured olives on the eastern market. The new organization represents olive growers in Tulare County, Cal.—*Herr*.

The Fairfield Western Maryland Dairy Corp., Baltimore, of which Thomas K. Carnes is president, has purchased a 10-acre tract of land at Loch Raven road and the Baltimore and Ohio Railroad as a site for a new plant for the erection and equipping of which the company has set aside \$1,600,000.

Construction work on the new structure, which will be a one and two-story building containing approximately 150,000 sq. ft. of floorspace is scheduled to get under way shortly after the first of next year.

The company will install a considerable amount of equipment in its new plant and will add to its various departments.

The company plans to add two new lines of production heretofore not carried on at its local plant on Linden Avenue and Dolphin Street. These are condensed milk and milk powder.

According to present plans the company does not plan to abandon its present site on Linden Avenue, although most of its present activity will be transferred to the new site.—*Ignace*.

The H. L. Cappel Co., Inc., Baltimore, distributor for the Kraft-Phenix Cheese Corp., has purchased a site for a new distributing plant at 800 Fleet St., and has awarded a contract for the erection of a one-story building, 140 by 159 ft., which will contain a considerable amount of refrigeration space for storage pur-

(Continued on page 62)

## THE PARADE OF

## New Products

**N**ATIONAL ADHESIVES CORP. company name is now the National Starch Products, Inc. The New York City company has purchased the Piel Bros. Starch Co., Indianapolis, which will be operated as a division. The majority of National's glues and gums are manufactured from starches processed at Dunellen, N. J. In recent years the company has become a factor in the manufacture and processing of starches for foods, confectionery, textiles, and paper, as well as in the production of lacquers, thermoplastics, and similar materials. The present National Adhesives Corp. will operate as a division of National Starch Products, Inc., and will continue to manufacture a full line of adhesives, lacquers, and allied products. The Piel plant in the near future is expected to produce entirely new types of corn gums, in addition to the standard corn materials regularly manufactured. It will also produce corn oil and feed, and other corn derivatives.

Bunting Chemical Co. has been organized to manufacture the products of the Noxzema Chemical Co., which hereafter will act as a selling concern. Headquarters will be at Noxzema's Baltimore headquarters.

Horlick's malted milk, for the first time since 1873, is now packaged for retailing through the grocery store. The new grocery store package is a ½-lb. can with an easily removed screwed-on lid. The malted milk, encased in a glassine bag, is sealed in the can by a waxed paper disk compressed firmly in the top of the can. For almost 70 yrs. this product has been sold exclusively through the retail drug channel.

Cordele Winery Co., Cordele, Ga., plans expansion in distillery, including new operating units and equipment to double present capacity.

Michigan Sugar Co., Saginaw, Mich., has let contract for one-story addition to beet sugar mill at Lansing, for pulp storage and distribution.

Hawaiian Marketing Corp., New York, has been formed by a group of native-born Hawaiians to market all types of island products in the United States. Wesley Associates, New York, has been appointed marketing counsellor. Offices are located at 630 Fifth Ave., New York.

The Scranton Record Mfg. Co. is about to begin operations at Brook St. & Remington Ave., South Scranton, Pa. About 100 former employees of the American Record Co., which left Scranton in 1934, will be engaged. Within 2 yrs. employment will be increased to 300 men, according to an officer of the company. The plant has a capacity of 25,000,000 records a year. Orders on hand are sufficient for a full yr's operation. —Stanton.

By the sale of the old Philadelphia brewery of Weisbrod & Hess, with assets in excess of \$1,000,000, it has been revealed that Delaware Breweries, Inc., Wilmington, Del., plans to operate a countrywide chain of breweries, and to acquire interests in other breweries. Stanley M. Brown has been elected president of Delaware Breweries, Inc., John Differr, a graduate of the

U. S. Brewers' Academy, is in active charge of the business, the main office of which is in Wilmington. Weisbrod & Hess, which has been operated for half a century is the first unit in the proposed chain to be acquired by Delaware Breweries, Inc. Eight Delaware men control the ownership. —Lansing.

T. D. Turner & Co., 217 North Western Ave., Oklahoma City, Okla., recently incorporated under the laws of Oklahoma to manufacture and distribute any and all food products, is opening a plant with machinery to produce breakfast food cereal products. Output, under the label "Champion Food Products," is to be distributed in Oklahoma, Texas and Arkansas at the outset. —Van Horn.

Durant Peanut Co., 401 West Clark Ave., Durant, Okla., has recently placed on the market a new product Mother Haskins Party sliced cucumber pickles, put up in Tarragon vinegar with sweet peppers and spices. Preparations for the new product, under way for the past 2 yrs., included erection of a new plant, installation of new machinery, and contracts with numerous growers for their entire crop at a set price. Distribution, confined for the present to Oklahoma, will be expanded to include the national market served by the Durant Co., as grower contracts are added. John Haskins is manager. —Van Horn.

Tas-T-Nut Co., 1803 N. Longwood St., Baltimore, Md., manufacturer of nut meats, nut syrup, bakers' chopped and sliced nut candies, is completing plans for placing on the market a new 5-cent and 10-cent fancy nut package in its new airtight Sho-Pak special design which it is claimed is moisture proof. It is also planned to market the Sho-Pak package, making it available for use by other nut manufacturers. —Ignace.

At a recent meeting of Philco field representatives from every division east of the Mississippi, held in Philadelphia, plans were announced by Larry E. Gubb, president of the Philco Radio & Television Corp., for the greatest advertising and merchandising campaign in the history of the concern. It was also announced that in the last 10 yrs. Philco has produced 12,500,000 radios. —Lansing.

Dr. Pepper Bottling Co., Roanoke, Va., has let general contract for two-story and basement mechanical-bottling plant, with 2 one-story wing extensions. A machinshop, storage and distributing department and pumping station will be installed in basement.

Coca-Cola Bottling Co., Shreveport, La., plans immediate call for bids on general contract for one and two-story mechanical-bottling plant at 275 Stoner Ave., including storage, distributing and other operating departments.

Fisk Rubber Corp., Chicopee Falls, Mass., is arranging fund of about \$1,200,000 for expansion during next 18 mos., a considerable part of appropriation to be used for purchase of new equipment for local mill.

Coca-Cola Bottling Co., 560 Edgewood Ave., N. E.,  
(Continued on page 51)



# FROM THE LEGAL VIEWPOINT

## Must Return Excess of Auction Sale

**LEGAL EDITOR, DandW:** When we auction goods, and sale money exceeds the amount of our lien, shall we communicate with the owner and mail him the balance?

We separate valuable papers and keep them at the warehouse for the owner; should we communicate with the owner and advise him that you have his valuable papers?  
—Reliable Warehouse and Storage Co.

**Answer:** Where stored goods are sold to satisfy a warehouseman's lien, the amount over and above the amount of the lien, plus the cost of the sale, belongs to the owner of the stored goods. Therefore you should send this amount to the owner without delay.

In order to avoid controversy and trouble, many warehousemen sell all goods in storage without sorting out special goods because if the owner wants them he will make proper request and take action to possess them after receiving notification of the intended sale. However, if you retain any goods, you should immediately make arrangements to deliver same to the owner.

## No Credit Terms, Then Cash Collection on Demand

**LEGAL EDITOR, DandW:** Our state law awards us a lien on merchandise that has been in storage. But when can we collect? In other words, if we do not specify cash for storage, can the customer hold us off on the claim that he was to have 90 days or more to pay the storage bill?

If this is the case, does this mean that we must specify cash payment?—Wells Cartage and Warehouse Co.

**Answer:** The higher courts consistently have held that unless a specific agreement to the contrary is made, any person who orders work or services performed impliedly consents to pay cash upon demand. Therefore, a warehouseman who performs services with respect to a lot of merchandise, may retain possession of such goods if the owner refuses to pay cash upon demand for such services.

If your contract does not specify credit on terms for payment, the law implies cash payment which leg-

ally is equivalent to your contract stipulating cash payment.

## Collecting Charges on Mortgaged Goods

**LEGAL EDITOR, DandW:** An important problem for us is: What procedure may we take to collect storage charges on mortgaged goods?—Belmont Transfer Warehouse Co.

**Answer:** Of course, the courts have consistently held that a ware-

## Mr. Parker answers legal questions on warehousing, taxes and related matters.

Send him your problems care of this magazine. There will be no charge for the service.

Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

houseman is entitled to a first lien on goods for storage charges providing a prior lien, as a mortgage, is not properly and legally recorded, or if not recorded, the warehouseman had no knowledge of the prior lien when he accepted the goods for storage. In other words, if the warehouseman has knowledge of a prior lien, or a mortgage on the goods is legally recorded, the warehouseman's lien is not prior. This is so because knowledge of any prior lien has the same legal effect as when a chattel mortgage or a conditional contract of sale which is properly recorded and the warehouseman has no knowledge of it.

You may afford yourself some protection by obtaining an affidavit from owners of stored goods stating that the same are not encumbered. If the owner makes a false affidavit in this respect you cannot claim priority over the holder of a prior lien but you can prosecute the owner. Generally speaking, the owners of goods will, therefore, make truthful statements in affidavits. Otherwise, there is no method by which you may protect yourself except by not accepting goods for

storage on which you know a prior lien exists, or by having arrangements with a local lawyer to search records to determine whether a prior lien has been established, as by the holder of a mortgage or conditional contract of sale having recorded it. Obviously, this latter plan entails excessive expense, and generally is not practical on small lots of merchandise.

Although goods are mortgaged, you do not always stand to lose your storage charges. Assume, for example, that you accept goods for storage on which there is a prior lien of \$250. When you discover that this prior lien exists, you may demand of the owner payment of your charges. If he refuses, then you may notify and demand payment of the lien holder who, according to late cases, is responsible for payment of your charges from date he receives your notification and demand. If the lien holder sells the goods for, say, \$350, you are entitled to payment from the difference between \$350 and \$250 plus legal expenses of the sale.

## No Conversion Liability When Owner Is Properly Notified

**LEGAL EDITOR, DandW:** Is a warehouseman liable for conversion if stored goods are sold at auction and the owner of the goods proves that he did not receive written notice from the warehouseman that he intended to sell the goods?—Wilson Warehouse Co.

**Answer:** According to late higher court cases, if a warehouseman sends a notice by registered mail, the warehouseman is not liable for conversion, if he properly addressed the notice to the owner of the goods at the last address supplied by the owner of the goods.

A warehouseman is liable for conversion if he sells stored goods after sending the notification to a wrong address. In 70 Pac. (2d) 670, a warehouseman was held liable for conversion because the notification letter was not properly addressed.

## This Month's Important Higher Court Decisions Lumber Not Taxable

VARIOUS states have enacted laws intended to exempt from taxation goods stored in warehouses.

For instance, in *Halligan & McLellan, Inc., v. State Board*, 6 Atl. (2d) 668, it was shown that a New Jersey law exempts from taxation all "personal property stored in a warehouse of any person, copartnership or corporation engaged in the business of storing goods for hire."

While stored on the premises of the Seaboard Terminal Warehouse, a quantity of lumber was assessed for the purpose of taxation for the year in the sum of \$35,000. The single question at issue was whether the lumber was exempt from taxation. During the trial, the testimony proved that the more expensive grades of lumber, such as mahogany are stored within the building, and the cheaper grades in open sheds of the warehouse company, consisting of a covering or roof built upon posts, the sides being open. An employee of the warehouse company is constantly on duty at the place where the lumber is stored, and supervises its receipt, delivery and storage. When sales are made, orders are issued to the warehouse employee at the warehouse premises to release the lumber and load it upon the warehouse company's trucks for delivery. No warehouse receipts are issued when the lumber is stored.

It was contended that the lumber was subject to taxation, first, because a portion of it was stored outside the warehouse building; and, second, because when it was accepted for storage, no warehouse receipts were issued. However, the higher court held the lumber was not taxable, and said:

"There was clearly a bailment of the goods; the supervision exercised by the owner, through its servant, of the 'receipt, delivery and storage' and the 'release' of the lumber 'when sales are made,' did not create a different relationship. Nor was the issuance of a warehouse receipt essential to bring the transaction within the statute. We are also of the opinion that the lumber stored in the sheds maintained as an incident of the warehouse falls within the exempt class."

#### Loaned Employee Injured

MANY recent higher court litigations involve the legal question whether an employer, who borrows another's employee, is liable in damages for injuries sustained by the employee.

It is well established law that where the employee of the general employer is temporarily loaned or hired to another for some special service and becomes for the time wholly subject to the control of the person to whom he is loaned or hired, and wholly freed from the control and direction of the general employer, he becomes the legal servant, for the time being, of the person to whom he is loaned or hired.

For illustration, in *Ryder et al. v. Plumley*, 189 S. 422, it was disclosed that a corporation hired a trucking company to transport machinery and directed its employee to assist in loading, transporting, and unloading the machinery. The employee was injured when thrown from the truck as it rounded a curve and the legal question was presented whether the corporation's employee was entitled to recover damages from the trucking company. In holding the trucking company liable, the higher court said:

"Perhaps the most universal and unfailing test in determining the relation of master and servant is where the control of the servant includes the power to discharge. Where that is so, the relation of master and servant exists."

Of course, when an employee is loaned to another, the general employer is not responsible for payment of Social Security Taxes, Workmen's Compensation Insurance, and the like. This is so because the employee actually is the legal employee of the person to whom he is loaned.

#### Release Contract Void

THE constitutionality of the Workmen's Compensation Law is sustained on the theory of tripartite agreement between employer, employee, and the insurance carrier. Their legal relation under this statute is contractual.

State compensation laws are liberally construed in favor of an employee, as well as in favor of a claimant or beneficiary. Moreover, the law does not favor the enforcement of an agreement of an employee waiving his rights to compensation.

For example, in *Huffman et ux. v. Southern Underwriters*, 128 S. W. (2d) 4, it was shown that a trucking contractor operating under what is known as a special commodity permit, obtained from the Public Utilities Commission, employed a minor to drive one of the trucks. The truck owner obtained a signed statement from the boy's father, as follows:

"It is my wish to have my son, J. O. Huffman, Jr., a minor, to work for you if you should have any opening for his services."

"I hereby release you, your heirs and assigns, for any liability or claim that might arise, should he become injured in any way while in your employ."

The boy was killed and the legal question arose whether the truck owner was liable under the state workmen's compensation law for payment of Compensation. The court held the parents entitled to compensation, saying:

"The courts of this State strictly construe contracts executed by parents waiving claims against an employer for damages in the event of a minor's death in the course of employment."

... When the employment is entered upon, the law determines the relations, rights, and remedies of the parties. Here the relation of employer and employee existed within the spirit and letter of the Workmen's Compensation Law."

#### Not Interstate Commerce

RECENTLY, a higher court held that it was not the purpose of the commerce clause to relieve those engaged in interstate commerce from their just share of state tax burden even though it increases the cost of doing the business. In other words, a state may subject a foreign corporation to taxation if the law relates to an act clearly of intrastate character.

For illustration, in *Best & Co., Inc., v. Maxwell*, 3 S. E. (2d) 292, a state law was held valid which provides that any person, or company, which displays samples in a temporary location with intentions of taking orders for merchandise to be shipped interstate must pay a state tax. The court said:

"The displaying of samples in temporary quarters, here taxed, was peculiarly a local and intrastate act, outside the realm of interstate commerce, because such term can never be applied to transactions wholly internal, between citizens of the same community, or to a polity and laws whose ends and purposes and operations are restricted to the territory and soil and jurisdiction of such community."

Also the Supreme Court of the United States, in *Chassaniol v. Greenwood*, 291 U. S. 584, held that merchandise held in a warehouse temporarily, before shipment into another state, was subject to state taxation. This court said:

"These are but steps in preparation for the sale and shipment in interstate or foreign commerce. But each step prior to the sale and shipment is a transaction local to Mississippi, a transaction of intrastate commerce."

#### Employer Not Liable

VARIOUS higher courts have held that an employer is not liable in damages for an injury sustained by an employee who acts outside the scope of the employment.

For instance, in *McKay v. Crowell & Spencer Co. et al.*, 189 So. 508, it was shown that a truck owner entered into a contract to haul certain merchandise. One day the truck owner was injured when he was driving the truck to have it repaired. The truck owner furnished all equipment for his part in the work and paid his own expense, and had the privilege, which he at times exercised, of hiring helpers. The length of employment was not specified and there was no agreement as to the amount of merchandise to be hauled per day or during the existence of the contract. It appears that the employer had the privilege of discharging the truck owner at any time and the

latter had the privilege of leaving at any time.

The legal question was presented whether the employee was acting within the scope of the employment. If so, the employer was liable for payment of damages or compensation for a serious injury sustained by the truck owner. In holding the employer not liable, the court said:

"As the plaintiff (truck owner) occupied the relation of an employee, it is immaterial whether he was an independent contractor or not, as the principal would be liable. It is shown by the facts that the accident occurred at a time when the plaintiff was not engaged in his employment, but, on the contrary, was on the personal mission of having his own truck repaired."

### Tax Distinctions

**C**ONSIDERABLE controversy has arisen from time to time whether state and city laws are valid which tax merchandise stored in warehouses.

For illustration, the distinction between a privilege tax and a property tax is often difficult to explain. Generally speaking, the function of a property tax is to raise revenue. Such a tax does not impose any condition, nor does it place any restriction upon the use of the property taxed. A privilege tax, although also passed to raise revenue is imposed upon the right to exercise a privilege, and its payment is invariably made a condition precedent to the exercise of the privilege involved.

It is impossible to lay down any positive rule by means of which the character of any given tax may be ascertained. In each case the character of the given tax must be ascertained by its incidents and from the natural and legal effect of the language employed in the statute.

For instance, in *Kettleman North Dome Ass'n. v. State et al.*, 90 Pac. (2d) 572, California, a state law was litigated which imposed a tax on goods stored in warehouses. A corporation which had shipped goods interstate to a warehouse to be distributed at intervals to purchasers, filed suit and alleged that the law was void on the grounds that it is a property tax, and therefore unconstitutional because not levied in proportion to the value of the property, and because it imposes double taxation in violation of the state Constitution.

However, the higher court held the law valid, and said:

"Things acquired or transported in interstate commerce may be subjected to a property tax, nondiscriminatory in its operation, when they have become a part of the common mass of property within the state of destination. . . . For like reasons they may be subjected, when once they are at rest, to a nondiscriminatory tax upon use or enjoyment. . . . The privilege of use is only one attribute, among many,

of the bundle of privileges that make up property or ownership. . . . Applying this test we have no hesitancy in holding that the tax imposed is an excise tax, for revenue purposes, levied on the privilege of use, storage or consumption."

Also, in *Nashville, C. & St. L. Ry. v. Wallace*, 288 U. S. 249, the higher court upheld a Tennessee statute imposing a tax on the privilege of selling, storing or distributing merchandise, the tax being payable on the withdrawal from storage.

And, in *Bowman v. Continental Oil Co.*, 256 U. S. 642, the Supreme Court of the United States, in answering the contention that a New Mexico statute levying a tax on the sale or use of merchandise was in fact a property tax and therefore void under the state constitution, stated:

"The tax imposed by the act under consideration upon the 'sale or use of all gasoline sold or used in this state' is not property taxation, but in effect, as in name, an excise tax."

### Interstate Shipments

**A** STATE Public Service Commission has no jurisdiction over interstate shipments.

For illustration, in *Railway Express Agency, Inc., v. Pennsylvania Public Utility Commission*, 4 Atl. (2d) 176, Pennsylvania, reported March 4, 1939, it was shown that a Public Service Commission ordered a transportation company to cease collecting and delivering less-than-carload intrastate freight by truck. The court held that the Commission had no jurisdiction if the order would directly interfere with the interstate transportation services rendered by the company and would result in undue inconvenience and expense to the public. This court said:

"We think that the Commission should have permitted the appellant (company) to offer any testimony which tended to show that a cease and desist order would, as a necessary result, directly interfere with or burden the interstate transportation."

### Legal Employee

**I**T is not easy to define who is a legal employee and who is an independent contractor. The test of the relationship is right of control. The rule generally stated is that an employee is a person employed to perform service for another subject to the employer's right of control with respect to his physical conduct or the details in the performance of the service. An independent contractor is one who undertakes to do a specific piece of work without submitting himself to the control of the contractee as to the details of the work, or renders service in the course of an independent employment representing the contractee only as to the result of the work and not the means by which it is accomplished.

For illustration, in *Wicklund v. North Star Co.*, 287 N. W. 7, it was shown that an employer entered into a written contract with a truck owner by the terms of which the truck owner did not undertake to do any specific piece of work, but only to render service as directed by the employer. The employer reserved the right to control and determine when the hauling was to commence. He controlled the details of the hauling. He controlled the routes over which the hauling was to be done and he had the right to determine the exact place of unloading, which was to be done under his direction. Therefore, the higher court held that the truck owner was a legal employee and not an independent contractor.

On the other hand, in *Moore v. Kileen & Gillis*, 171 Minn. 15, the employee used his own motor truck and was engaged in the business of private carrier. He hauled merchandise occasionally for the employer at a stated price per load, his loading and unloading points being designated by the employer, who had no right to control him otherwise. This court said:

"We conclude that relator was an independent contractor, because his undertaking was to do the work, not in any manner to be dictated by respondents, but according to his own methods."

### Fight Missouri Truck Fee Law

Fifty-seven St. Louis truck operators have filed suit in Cole County Circuit Court for an injunction to prevent state and local authorities from arresting them under the Missouri Public Service Commission's bus and truck regulations.

Pending a hearing, to be set during the October term of the court, Circuit Judge N. G. Sevier has issued a temporary restraining order. The legal contest hinges on interpretations of the 1931 truck act which require motor common carriers to pay fees ranging from \$25 to \$500 annually, depending on the size of the vehicle. The 57 local carriers claim that they have never held themselves out or operated as common carriers.

The 1931 motor carrier regulatory act has been the target of almost constant litigation since its enactment. Cases seeking interpretation of the law had withheld the enforcement of its provisions relating to permit charges until inception of the enforcement drive in mid-July.

Numerous other suits to enjoin the St. Louis officials and the commission from enforcing the permit requirements are now pending in Federal and state circuit courts.



# Motor TRANSPORTATION

## 30,000-Lb. Weight Bill Passed by Ala. Legislature

When the Alabama Legislature passed a Bill in September increasing the truck weight limit from 20,000 to 30,000 lbs., another segment of the "Siegfried Line" erected under railroad guidance to block profitable truck operations between the North and South appeared destined to fall.

Governor Dixon was expected to lose no time in signing the measure, especially in view of his recent statement that railroad leaders who opposed the increase were actually "fighting Alabama farmers." He has been quoted as saying he favored a higher load limit "so we can move our crops to market."

The measure provides a gross limit of 30,000 lbs.; an axle limit of 16,000 lbs.; a wheel load limit of 8,000 lbs., and 600 lbs. per inch of tire width. Trucking interests had urged a gross limit of 40,000 lbs., while railroads and railroad brotherhoods strenuously opposed any increase of the existing stringent statute.

The present limit of 20,000 lbs. will remain in effect over county roads, except in cases where a greater gross load is authorized by the Court of County Commissioners, Board of Revenue or like governing bodies of the county.

Under "extraordinary circumstances," the State Highway Director may permit weights greater than 30,000 lbs. on State roads, but "in isolated cases only," and provided the load is not harmful to the roads and bridges over the route to be designated.

The original legislation limiting trucks operating over Alabama highways to 20,000 lbs. was enacted in Oct., 1932. The trucking industry has been trying to have it repealed ever since, but until now has been blocked by railroad interests.

Until April 29, 1938, Alabama, along with three adjoining states, South Carolina, Tennessee and Kentucky, which also maintained extremely low weight limits, formed an effective blockade to interstate truck operations between the agricultural south and the industrial north and northeast. On that date, South Carolina, after a bitter fight by the railroads, increased its weight limit from 20,000 to 40,000 lbs. In March, 1939, the Tennessee Legislature ap-

proved a weight of 24,000 lbs. to replace its old limit of 18,000 lbs.

Of the four states which formed the original barricade, only Kentucky, with its low limit of 18,000 lbs. remains, but motor carriers and shippers in that state are carrying on a concerted campaign to remove Kentucky from the old limit.

## New Wis. Laws

The Wisconsin legislature has approved a number of measures relating to the transportation industry including bills No. 363, A, 655, A, 206, S, 706, A, and 246, A.

Bill No. 363, A, became effective Aug. 26 with its official publication and provides that any persons engaged in the business of leasing motor vehicles without drivers, or leasing trailers to be hauled or propelled by a motor vehicle, desiring to lease such vehicles to private motor carriers, they may be permitted to procure a private motor carrier permit in their name.

Bill No. 655, A, which became effective Aug. 24, provides that where motor vehicles are operated in excess of the licensed gross weight, such vehicles shall be re-registered at the increased weight without a forfeiture of the original license.

Bill No. 206, S, which became effective Sept. 7, provides that goods, wares and merchandise in storage in a commercial storage warehouse or on a public wharf, shall be assessed to the owner thereof and not to the warehouse or public wharf, if the owner of the warehouse or public wharf furnishes the tax assessor with the required information according to law.

Bill No. 706, A, became effective Sept. 11 and provides that the 1,000 mile operation permit shall not expire until the end of the calendar year or upon completion of 1,000 miles. The law previously provided for the expiration at the end of each quarter.

Bill No. 246, A, which became effective Aug. 18, was sponsored by the Wisconsin Warehousemen's Assn. and provides for optional filing of a certified copy of a legal liability insurance policy with the department of agriculture and markets in lieu of a bond. The new statute also provides that all warehousemen's licenses shall expire on June 30 of each year.—W.T.N.B.

## New Illinois Carrier Law in Effect Nov. 1

Administrative machinery has been set up for the regulation of 250,000 motor trucks in Illinois under its new legislation to become effective Nov. 1. The State Department of Public Works and Buildings has taken over control from the Illinois Commerce Commission.

Under the old laws, certificates of convenience and necessity were issued to certain for-hire trucking companies operating over specified routes, and in many cases it was interpreted as giving the holders a monopoly of the transportation involved. Under the new law, however, all motor freight operators complying with its terms are permitted to use the highways but the law requires operations that insure the safety and welfare of others as well as fair competition.

To operate under the new set-up after March 1, 1940, with certain exceptions, trucks must meet the following provisions:

Carry public liability insurance up to \$10,000 for deaths or injuries, and property damage coverage up to \$5,000; post indemnity bonds for C.O.D. shipments; carry property damage insurance on all shipments; have vehicles inspected and passed on for mechanical fitness at state-licensed inspection stations twice annually; comply with uniform bill-of-lading requirements; comply with labor regulations limiting drivers to 12 hrs. at the wheel in every 24 hrs. and 15 hrs. on duty out of 24.

No fees or charges will be exacted from the truck owners.

The new law provides for home rule for municipalities in designating truck routes through or around their corporate limits.

Truckers can obtain application blanks after Nov. 1, and must have their certificates of convenience and necessity, or permits, after March 1.

## Motor Trucks Taxed 47% of Their Value

So states the Fruehauf Trailer Co. in newspaper advertising opposing the restrictions on truck operation. The trucking industry pays taxes, it states, representing 47.6 per cent of total truck valuation, as against 1.43 per cent paid by the railroads. The advertise-

ment states further that "impossible as it may seem, in 1937 the tax rate on motor trucks was actually 47.6 per cent of their total valuation—\$417,510,000 in taxes on tax valuation of \$877,914,000! Industry, on an average, paid approximately 6 per cent on valuation. The Detroit tax rate on homes was 2.5 per cent. And at the lowest end of the scale of taxes were Class 1 railroads, which paid only \$328,240,524 on a total valuation of rail property of \$23,011,500,000—a rate of 1.43 per cent.

"It is argued that motor truck taxes are used largely to defray the cost of construction and maintenance of roads; whereas the railroads must expend large sums in addition to taxes to cover the cost of maintenance of their rights of way, roadbeds, and tracks.

"Last year, the total cost to the railroads for maintenance of roadways and tracks was \$419,000,000. Assuming it was the same in 1937 and adding this to the taxes paid, the rate is still only 3.2 per cent of total property valuation.

"If railroad vehicles were obliged to pay registration fees, in one state only, on a capacity basis comparable to the fees now paid by the common carrier trucks, and if they were obliged to pay taxes on their fuel comparable to the gasoline taxes now imposed on motorists, their total tax bill would be increased to a figure that would actually exceed their present total gross revenues.

"Suppose manufacturers were taxed at 47.6 per cent of valuation; or that they could operate at only about 50 per cent of peak efficiency. In either case American industry would collapse! Yet trucks do pay 47.6 per cent in taxes."

### **I.C.C. Refuses to Change Insurance Rule**

A flat rejection to the pleas of the trucking industry for a revision of Rule VIII of the I.C.C.'s insurance regulation has been made by the Motor Carrier Division, which, on the other hand, stated that it would continue to study demands for investigation of the entire insurance problem.

Rule VIII requires an insurance company to be licensed in every state in which its insured motor carriers operate. Because of this rule the truckers have contended that they have been burdened by higher rates and difficulty to secure protection; also that the rule tended toward an insurance monopoly, in that business was centered in the hands of a few companies fortunate enough to be licensed in numerous states.

### **Petition to I.C.C. by Rails for Higher Rates**

The petition filed with the I.C.C. Aug. 31 by the railroads in the Central Freight Assn. territory supports a similar one of the Central States Motor Freight Bureau seeking a higher minimum charge.

The petition by the railroads asks an investigation by the I.C.C. of the reasonableness of minimum charges of all types of transportation on land and water.

Both the rail and truck petitions seek to make motor, rail and water carriers respondents in the investigation, and mention pick-up and delivery service, minimum shipments of less-truckload, less-carload and less-than-volume movements of freight.

It is contended in both petitions that the present minimum charge rules and provisions of motor, rail and water carrier tariffs do not return sufficient revenue to cover the cost of service.

The railroads have a rule that the pick-up and delivery service offered shall not apply where the rate is less than 45 cents per 100 lbs.

### **Motor Freight Tonnage Gains 21.7 Per Cent**

Freight moved by motor truck common carriers, according to a survey of the American Trucking Associations, Inc., gained 21.7 per cent in July over the same month last year, but declined from June, 1939.

July freight totaled 766,497 tons as compared with 629,695 tons during July, last year. The decline from June 1939, was 7.2 per cent, when the tonnage amounted to 826,297. The figures are based on reports from 214 carriers in 38 states.

The general merchandise class, representing about 75 per cent of the total tonnage, declined 6.6 per cent in July from June. Iron and steel declined 8.6 per cent while petroleum advanced 2.2 per cent.

The miscellaneous group of products showed a decline of 2.5 per cent from June and an 11.5 per cent gain from July, 1938. This group included household goods, tobacco, livestock, groceries, textile products, dairy products, and machinery and parts.

### **Plans for A.T.A. Chicago Convention Oct. 23-25**

The 6th annual convention of the American Trucking Assns., to be held at Stevens Hotel, Chicago, Oct. 23-25, includes the following well-known speakers: Clyde B. Aitchison, I.C.C. Commissioner, and an expert on transportation

law; Ray Tucker, newspaper man, author, columnist and political forecaster, and James S. Arnold, vice-president of Kuhn, Loeb & Co., New York investment bankers, a specialist in transportation problems and their relation to banking.

Mr. Aitchison will talk on the economics of all forms of transportation. Twice chairman of the I.C.C., during his 21 yrs. as a Commissioner, he is now chairman of the finance division.

Ray Tucker, one of the best-informed journalists in the Nation's Capital, will talk about what is going on in Washington now, and what may be expected in the months to come.

Mr. Arnold's speech will deal with the future of motor and rail transportation.

Negotiations are under way to select other speakers. The afternoon of Monday, Oct. 23, first day of the convention, will be devoted to the truck drivers' championship contests.

There will be meetings of the representatives of the 10 natural divisions of the motor carrier industry, and members of the safety and operations section of A.T.A. will meet to consider details of the physical aspects of motor carrier operation. New officers of the national organization will be elected, and the association's annual banquet will be held Tuesday night, Oct. 24.

### **Diesel Vehicles Must Pay Equalization Fees in Nebraska**

Nebraska county treasurers were advised by R. F. Weller, assistant state motor vehicle director, the new state law requires Diesel propelled vehicles must now pay an equalization fee in lieu of fuel taxes.

The annual equalization fees range from \$8 to \$560 on commercial trucks with weight capacity between  $\frac{1}{2}$  and 14 tons, from \$130 to \$410 on buses with passenger capacity between eight and 36, and from \$8 to \$44 on farm trucks with capacity between  $1\frac{1}{2}$  to 6 tons.—Mehuron.

### **Texas Supreme Court Ends Restraining Orders**

One of the most sweeping restraining orders ever to come from the Supreme Court of Texas was issued Sept. 9, forbidding District Judge H. F. Kirby of the Seventy-Seventh District Court in Lime-stone County from granting any injunction or restraining order against any law passed by the Legislature "regulating the control of motor bus, motor transportation and motor trucks on the highways until further orders of this court."

It was a temporary order issued at the instance of Atty. Gen. Gerald Mann who will seek to make it permanent.

This is not the first time the court has disagreed with Judge Kirby in such matters and the Attorney General declared in his petition that the granting of promiscuous injunctions restraining officers from doing their duty in the enforcement of truck regulatory laws upheld by state and federal courts "has become and is a public nuisance and a menace." The assertion was made that the truck laws have been sustained by the U. S. Supreme Court, the United States Circuit Court of Appeals, the Texas Supreme Court and various state courts of civil appeals.

Supported in the courts by the Attorney General, the Railroad Commission has made a number of truck and bus orders that have been enjoined in the courts, a large number of them issuing from Judge Kirby's jurisdiction. These injunctions in many instances have been overruled on appeal.

Mann's petition also asked that a second temporary injunction issued by Judge Kirby in the case of Julius C. Tipps against the commission be set aside, and the court temporarily ordered Kirby restrained from entering any order or taking any action to hold anyone in contempt for violating this second injunction.

In asking that Kirby be permanently enjoined from interfering with the enforcement of the motor truck laws, the Attorney General listed a dozen cases in which the Supreme Court and Court of Civil Appeals have reversed injunctions granted by him.—*Smith.*

### Armstrong Shortens Waiting Time for Truckers

A new service for truckers, designed to shorten waiting time and provide better accommodations for the comfort and convenience of drivers, has just been placed in operation at the linoleum plant of the Armstrong Cork Co., at Lancaster, Pa.

Instead of entering the plant proper upon their arrival, drivers now park their trucks in a special truck parking lot just outside the factory gates. Next to the lot, a "Drivers' Club" has been provided where the driver, upon his arrival, notifies the dispatcher of his presence by phone. He remains in the club until the dispatcher phones him, informing him that a dock is available on the plant loading-platform. He then drives his truck into the plant and backs it up at the dock which has been assigned

to him. Through this new system, the company hopes to be able to reduce loading and waiting time to a minimum.

Truckers have been requested to make an effort to have their trucks arrive at the time requested by the company's traffic department. This will assure a reduction in waiting time, and those not observing the request will automatically lose their places and consequently be delayed in getting away.

The company suggests that if truckers who do not regularly call at the plant will notify the company at least a day in advance, it will facilitate the movement of truck traffic at the plant and reduce waiting time.

At the Drivers' Club, bunks, shower, lavatory, chairs, tables, magazines, circulating ice water, and a telephone for outside calls have been provided. The club rooms are open 24 hours a day and will be closed only from 4.30 P.M. Saturday to 5.30 A.M. the following Monday.

Drivers may have the use of the company's cafeteria and canteen, where food is served at reasonable prices. The cafeteria is open from 10.45 A.M. to 1.30 P.M., and the canteen, which serves light lunches and refreshments, is open from 6 to 8.30 A.M.; 11 A.M. to 1.15 P.M.; and from 2 to 7.15 P.M.

Loading hours at the Armstrong plant are from 8 A.M. to 10.30 P.M., Monday through Friday, and no trucks arriving after 8 P.M. can be loaded that day. Saturday hours are from 6.30 A.M. to 2.30 P.M. To be loaded on Saturdays, trucks must arrive before 11 A.M., according to the company's traffic department.

### Ohio Liquor Hauling Bids Extended

To give prospective bidders more time to submit comprehensive bids, the Ohio liquor department on Aug. 29 extended from Aug. 31 to Sept. 11 the deadline for filing bids for contracts to transport, load, and unload state liquor supplies. The present rate is 11½ cents a case from warehouse to state-operated stores.—*Kline.*

### Record Truck Tonnage

**D**RAWING traffic both from highway transportation activities of railroads and from normal sources, trucks are currently carrying record tonnage, reports from official and private agencies show.

Many of the country's leading railroads are transporting a large percentage of their less-carload freight over the highways in motor vehicles, according to statistics

released by the Interstate Commerce Commission.

In the first issue of a new review, the Commission showed that during the first 3 mos. of this year, railways throughout the country had diverted a total of 327,211 tons of LCL freight to motor vehicles, or 5.07 per cent of the total LCL freight hauled by rail.

The report showed that the total LCL freight moved by truck represented 8,982,000 ton-miles, the average haul being 27.5 miles.

Of the 50 lines covered by the report, the 18 in the eastern district moved 67.9 per cent of the total of LCL freight moved over the highways. The 24 roads in the western district carried 30.3 per cent, while the remaining eight railroads in the southern district shipped only 1.8 per cent of the total.

### Asks I.C.C. to Postpone Weight Basis Data

The Independent Movers' & Warehousemen's Assn., Inc., has asked the Interstate Commerce Commission to postpone the effective date for regulations fixing furniture moving tariffs on a weight basis, and has issued the following explanatory statement:

"In this petition we are proposing another method that will be better than either weight or the present cubic foot method. This method is for the determination of charges by displacement or space measurement in the van, similar to that used by John F. Ivory Storage and Moving Co., Detroit. This might be known as the modified Ivory Basis. This method will afford an opportunity for the carrier to give an estimate to the shipper as to the cost of transportation, which will not be possible under the prescribed weight basis. The modified Ivory method will also eliminate deliberate under-estimating and subsequent raising of charges.

"In this petition, the Association contends that the order released by the Commission will not bring about the results intended by the Commission.

"1. The weight basis as prescribed, is impossible to use in all instances as the order provides where no adequate scales are available within 10 miles, a constructive weight is arrived at on an assumed basis of 7 lbs. per cubic foot of properly loaded van space.

"2. The prescribed weight basis does not do away with deliberate under-estimating and subsequent raising of charges.

"3. The prescribed weight basis would be more expensive to both the shipper and the carrier, as there would be the added cost of scales and charges for weighing. There will be out-of-line hauls and back-hauls. The requirement that the gasoline tank be full when the tare weight is obtained means greater expense to the carrier as each vehicle would haul as a part of its standard equipment, a can of gasoline to replenish its gasoline tank. Moreover, there is no requirement that the gasoline tank be full when the loaded or gross weight of the vehicle is obtained. There is also the added expense of re-weighing of small lots.

"4. There is variance in scale weights as under the prescribed rule, the tare weight and the gross weight may be obtained on different scales. There will also be a variance due to wind, sleet and snow.

"5. Additional time in waiting to obtain weights, should van reach the scales after working hours.—*Manning.*



## NEW PRODUCTS

### A New Time-Saving Personal File

DESIGNED especially to save executive time, the new Automatic Executive File has many features which all shippers and warehousemen will appreciate.

The Executive File is an all-steel unit, desk high, and with an unusual lifting top that features an exclusive expanding drawer which permits the material in drawer to be parted like a book. The resulting V-shaped opening provides 9 in. of extra working space even though the drawer is loaded to capacity.



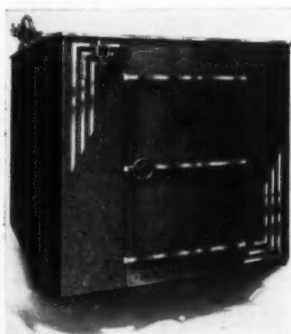
This feature permits you to refer to the contents with one hand and even read from the folder without removing from the file—an indispensable feature for busy traffic men.

The lower drawer of the Executive File pulls out on ball-bearing slides and will not cause the loaded unit to tip forward. Both upper and lower drawers are both accessible at the same time. Rubber-tired casters and lock are standard equipment.

The Automatic Executive File is made in both letter and cap sizes. It is strongly built for hard use, and is available in olive green and beautifully grained finishes. A special index, particularly suited for traffic executives, is also available. Manufactured by Automatic File & Index Co., 629 W. Washington Blvd., Chicago, Ill. DandW.

### Fur Storage—A Neglected Opportunity

FUR storage is a profit opportunity in the lap of the warehouseman, but the dry cleaner, the laundry owner, and others are looking over his shoulder. They see how this field has improved technically even in recent months, and they are figuring how the business can be won by modern selling methods. Once started, they soon learn, too, that rug storage and similar departments are also very profitable.



There is an immense volume of business that could be developed, and will be developed, as the owners of furs, rugs, etc., are made conscious of the need, and this is the point that the dry cleaners and others have in mind. In their efforts to get the business they are also educating the public in the importance of the business.

(Concluded on page 37)

## WHERE TO BUY

### BODIES (Van)

Gerstenslager Co., Wooster, Ohio.

(See advertisement elsewhere in this issue.)

### CASTERS (Truck)

Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 500, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

**For Savings Specify**  
**DARNELL CASTERS**  
**& E-Z ROLL WHEELS**

Save Money. Save Floors. Save Effort. Save Equipment. Save Time and Temper. All these advantages are yours when you install Darnell Double Ball Bearing Casters and E-Z Roll Wheels. Write today for 192 Page Free Darnell Manual.

**..... Demand**

**DARNELL CORPORATION, LTD.**  
STATION B, LONG BEACH, CALIFORNIA  
26 E. CLINTON ST., CHICAGO, ILL.  
56 E. 32nd ST., NEW YORK, N. Y.

**DEPENDABLE PERFORMANCE!**

### CONVEYORS

A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.



Save time and labor handling bags, boxes, crates, hampers, etc. "Portables" carry in either direction, are sturdily built for tough service. Four standard sizes all easily moved by one man. Write for demonstration.

Portable Machinery Division, A. B. FARQUHAR CO., LTD.

2549 N. Keeler Ave.  
CHICAGO, ILL.

502 Duke St., York, Pa.

500 Clifton Ave.  
CLIFTON, N. J.

### COVERS (Piano)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

## Save money

with these quality business cards!



Saving need not mean cutting quality or limiting quantity.

With Wiggins Vellotype, firms convey a favorable impression. It is the latest in raised printing, and scores of sales budgets are being cut.

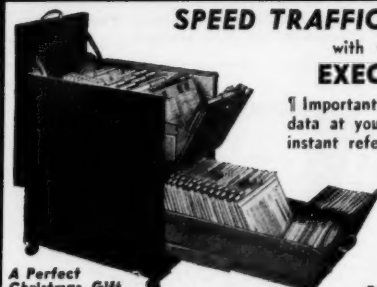
SEND FOR SAMPLES

Compare your present business cards with VELLOTYPE

## Wiggins VELLOTYPE BUSINESS CARDS

A product of THE JOHN B. WIGGINS COMPANY  
Established in 1837 1110 Fullerton Avenue, CHICAGO

## SPEED TRAFFIC SERVICE— with the AUTOMATIC EXECUTIVE FILE



Important and frequently used data at your finger-tips, ready for instant reference.

The Exclusive Double Expanding Drawer permits one hand operation—even in fully loaded drawer! This feature permits you to Read From The Drawer!

A Perfect Christmas Gift

Expanding and Compressing drawer feature is also incorporated in a complete line of Tariff Files. Ask for descriptive circular and price list.

**AUTOMATIC FILE & INDEX COMPANY**  
629 W. Washington Blvd., Dept. T Chicago, Ill.



## ... for CHEAPEST, MOST EFFICIENT HANDLING in the WAREHOUSE

Now a skidder... now a complete floor truck... instantly convertible with the EWC DRAW-JACK.

A better method. Less investment... one low-cost DRAW-JACK serves 5 to 20 skids. Labor and space saved... DRAW-JACKS spotted at handy points on platform and storage floors; skids used for temporary storage; empty skids stacked or stood against wall. Operates in closer quarters, narrower aisles than ordinary truck. Lighter to handle. Draw-Jack weighs only 40 lbs. Skids made in 6 sizes. WRITE FOR BULLETIN, LOW PRICES.

**ELECTRIC WHEEL COMPANY** DEPT. DW. QUINCY, ILLINOIS



## IRON HORSE

Diagonal Square Stitch Adds Strength!

Furniture Pads

• Longer Wear—Greater Strength...at NO EXTRA COST.

• Cut sizes—36 x 72, 54 x 72, 72 x 72, 80 x 72.

VAN LININGS  
GRAND COVERS  
TIE TAPE



Write for Samples!  
CANVAS

SPECIALTY CO., Inc.,  
90 Grand Street, New York City  
Phone: CANal 6-5558  
"Twenty-three years of Honest Service"

## DESKS (Executive)

Automatic File & Index Co., Dept. T. 629 W. Washington Blvd., Chicago, Ill.

## DESKS (Tariff)

Automatic File & Index Co., Dept. T. 629 W. Washington Blvd., Chicago, Ill.

## DOLLIES

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.  
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

## ENGRAVING

The John B. Wiggins Co., 1110 Fullerton Ave., Chicago, Ill.

## FILES (Executive)

Automatic File & Index Co., Dept. T. 629 W. Washington Blvd., Chicago, Ill.

## FILES (Tariff)

Automatic File & Index Co., Dept. T. 629 W. Washington Blvd., Chicago, Ill.

## INSECTICIDES

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue.)

## LOAD SKIDDERS

Electric Wheel Co., Dept. DW, Quincy, Ill.

## MACHINES (Fur Cleaning)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

## NAPHTHALENE FLAKES

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue.)

## PADS (Canvas Loading)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.  
(See advertisement elsewhere in this issue.)

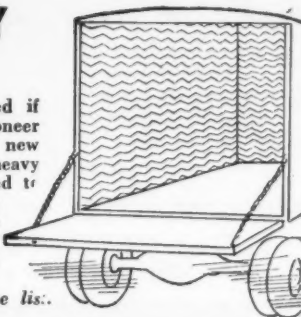
New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.  
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

## SAFE DELIVERY AND PROFITS

For your loads can be assured if you equip your vans with Pioneer Furniture Pads . . . Made of new cotton and jute. Covered with heavy cotton drill and zig-zag stitched to prevent slipping and packing . . . Pioneer Pads are available in various sizes—suitable for all vans and pieces of furniture.

Write today for complete price list.



**PIONEER PADS**  
LOUISVILLE BEDDING CO., INCORPORATED LOUISVILLE, KY.

### PADS (Kersey)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

### PAPER (Moth Proofing)

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

### PAPER (Tar)

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

### PIANO DERRICKS AND TRUCKS

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

(Concluded from page 35)

Importance of scientific methods and modern equipment for storage and de-mothing, so that most customers who now demand the service are asking questions about the service they are being offered.

With the proper gas or cold storage system, a strictly modern vault, de-mothing chambers, automatic de-humidifying, hanging racks and other up-to-date equipment, any warehousing establishment can give the type of service now demanded.

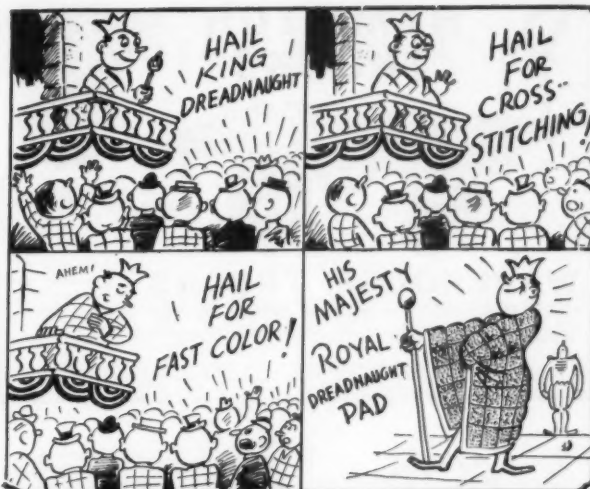
The Reliable Machine Works, Inc., of New York, announces that it is now ready to install either malium gas or cold storage, and that a new de-humidifying unit to prevent damage from dampness and mildew is being placed on the market. In the fur industry, Reliable has been recognized for many years as headquarters for all equipment and supplies, and because of this long experience, its assistance in planning installations of this nature will undoubtedly prove very helpful. Full details may be obtained by writing to its New York address, 130 W. 29th St. DandW.

### Williams Torque "Measurrench"

J. H. Williams & Co., 225 Lafayette St., New York, has announced No. S-57 Torque "Measurrench" of the reversible ratchet type, for use with any detachable socket having 1/2-in. square drive. This new wrench, which indicates applied right hand torque, combines mechanical features which make it a most efficient and durable tool at moderate price.

The wrench may be used in two ways: 1—by sight reading—the calibrated scale shows applied pressures of 20 to 200 foot-lbs.; 2—by sound reading—when desired, a sharp sound signal

(Continued on page 38)



## EXTRA! EXTRA!

JUST off the press!! Our NEW catalogue of over 100 MONEY SAVING Dreadnaught Products. It will save you time. . . It will be a great convenience.

Order Your Copy Today!!

New Haven Quilt & Pad Co., New Haven, Conn.

**SAFEST MOTH PROTECTION YOU CAN FIND!**



No worry about dangerous poisonous gases when you use White Tar Naphthalene Balls or Flakes. It's safe, inexpensive moth protection and costs but a few cents a pound. Every progressive warehouse should have

## WHITE TAR NAPHTHALENE BALLS OR FLAKES

Also Manufacturers of "White Tar" Pine Tar Paper in Continuous Rolls

Write for Prices and Catalog No. 60 Today



**THE WHITE TAR COMPANY OF NEW JERSEY, INC.**

(a KOPPERS subsidiary)

Belleville Turnpike

Kearny, N. J.





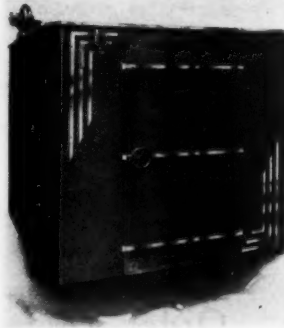
**HAMILTON TRUCKS**

**WAREHOUSE TRUCKS**  
**Wanted** MANUFACTURERS' AGENTS. SOME ATTRACTIVE TERRITORIES OPEN. WRITE FOR PROPOSITION.

**HAMILTON CASTER & MFG. CO., Dept. D, Hamilton, Ohio**

**CASTERS**  
 WHEELS  
 Industrial Casters  
 Swivel or Rigid  
 Single or Double Wheel

**FOR STORAGE PROFITS**  
**Look at Furs!**



The large profits in fur and garment storage are recognized by men in other lines. They are going after the business with modern methods and equipment. You can do the same.



**RELIABLE Fur Storage Equipment**

provides everything you need . . . Malium Gas or Cold Storage System, modern vaults, de-mothing chambers, automatic de-humidification, fur and garment hanging equipment, rug storage racks, etc.

Write for Details about our Free Planning Assistance

**RELIABLE MACHINE WORKS, INC.**  
 130 WEST 29th STREET NEW YORK CITY  
 Headquarters for furriers' equipment since 1913



**10 WAYS to Get more work out of your MOTOR TRUCKS**

How? Equip them with the Servis Recorder. It points out all delays. It records idle time, busy time, day and night and over-time, too—all on a waxed chart. See at left. Write for booklet: "Ten Ways of Getting More Work Out of Motor Trucks."

**This 16-Page Booklet FREE!**  
 —invaluable to fleet operators.

The SERVICE RECORDER Co., 1422 Euclid Ave., Cleveland, O.

**The Servis Recorder**  
 Tells Every Move Your Truck Makes

**PLATFORMS (Lift Truck)**

Self-Lifting Piano Truck Co., Findlay, Ohio.  
 (See advertisement elsewhere in this issue.)  
 Standard Pressed Steel Co., Box 500, Jenkintown, Pa.  
 (See advertisement elsewhere in this issue.)

**RACKS (Storage)**

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

**RECORDERS (Motor Truck)**

Service Recorder Co., 1422 Euclid Ave., Cleveland, Ohio.

**TRAILERS (Motor Truck)**

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.  
 (See advertisement elsewhere in this issue.)

**TRUCK BODIES (Refrigerated)**

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.  
 (See advertisement elsewhere in this issue.)  
 International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.  
 (See advertisement elsewhere in this issue.)

**TRUCKS (Cabinets & Ranges)**

Self-Lifting Piano Truck Co., Findlay, Ohio.  
 (See advertisement elsewhere in this issue.)

**TRUCKS, HAND (Cartons & Cases)**

Electric Wheel Co., Dept. DW, Quincy, Ill.  
 (See advertisement elsewhere in this issue.)  
 Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.  
 Self-Lifting Piano Truck Co., Findlay, Ohio.  
 (See advertisement elsewhere in this issue.)  
 Standard Pressed Steel Co., Box 500, Jenkintown, Pa. (Platforms)  
 (See advertisement elsewhere in this issue.)

(Continued from page 37)

is given for any predetermined torque from 35 to 200 foot-lbs. Accuracy does not depend on delicate gears, levers or dial, but upon rugged sections of high tensile steel.

The 36-tooth ratchet wheel, with patented twin double-tooth pawl, makes possible the unusually short operating swing of



only 1/30 of a full turn. The wrench action is instantly reversed, for left hand turning, by a flip of the shifter which is flush with the head.

The wrench is 19½ in. long; the head is exceptionally compact and free from protrusions. Every part is made of alloy



**Speedy HANDLING WITH Safety**

Pianos, Refrigerators and all kind of hard-to-handle pieces are safely and much more easily moved when you are equipped with the right trucks to do the job. We have the answer to your particular handling problem. You will save the cost of these trucks many times a year. Send for special data.

**SELF-LIFTING PIANO TRUCK CO.**  
FINDLAY, OHIO

### TRUCKS (Refrigerator)

Self-Lifting Piano Truck Co., Findlay, Ohio.

### VAULTS (Moth Proof)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

### WHEELS (Industrial Truck)

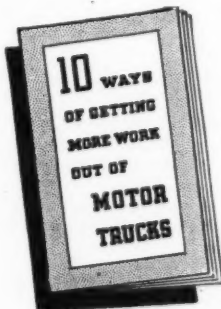
Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.  
(See advertisement elsewhere in this issue.)  
Electric Wheel Co., Dept DW, Quincy, Ill.  
(See advertisement elsewhere in this issue.)

and high tensile steel, accurately machined and scientifically heat-treated, finished in chrome-plate.

With each wrench is supplied a chart giving the foot-lbs. tension to be applied on cylinder heads, connecting rods, main bearings, etc., as recommended by the manufacturers of all popular cars and trucks. Full particulars may be secured from the manufacturer. DandW.

### A Valuable Booklet

THIS 16-page booklet on truck management has been issued by The Service Recorder Co., Cleveland, Ohio. It contains graphic charts, and discusses routing, scheduling, how to check



speeding, overtime and costly delays—how to get “that extra trip per day.” It should be of interest and value to anyone operating a fleet of 2 or more trucks.

A free copy is available to anyone requesting it on a business letterhead. DandW.

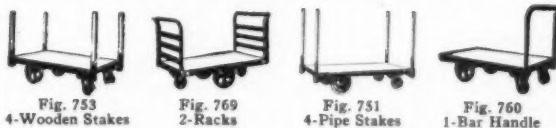
## Lighten your Load of Floor Truck Costs ... MAKE ALL REPLACEMENTS WITH “HALLOWELL” STEEL TRUCKS



Fig. 769  
Pat. Applied for

The next time you add extra floor trucks or replace worn-out ones, take a tip from the many other Terminals, Warehouses and Trucking Companies who are finding real economy by specifying only “Hallowell” Trucks. These give long years of trouble-free service with little if any maintenance expenditures. Their sturdy all-steel, welded construction and specially designed easy-rolling wheels are described in detail in Bulletins 480 and 487. Send the coupon below for your copies.

### SOME OF THE TYPES YOU CAN SELECT



### STANDARD PRESSED STEEL CO.

BRANCHES

JENKINTOWN, PENNA.

BRANCHES

BOSTON

DETROIT

INDIANAPOLIS

Box 540

CHICAGO

ST. LOUIS

SAN FRANCISCO

Send me your bulletins on “HALLOWELL” Steel Trucks

Mr. .... Title .....

Firm .....

Address .....

D.W. 10-39

## Book Review

### Clark Report to Employees Dispels All Doubts

MANY banks and other financial institutions have adopted the policy of issuing their financial statements in simpler form, abandoning the language of the certified public accountant and explaining the statement item by item in words that are intelligible to the average stockholder and to the general public.

Such modern practice has been adopted by many other business concerns, but it remained for Clark Equipment Co., Buchanan, Mich., to incorporate its financial statement in a profusely illustrated book entitled "President's 1938 Report to Employees."

Clark Equipment Co. makes automotive axles, transmissions, wheels and axle housings, streamlined railway cars, subway trains, street car trucks, industrial trucks and tractors, high-speed drills and reamers, steel castings and gears. Its plants are located in Buchanan, Berrien Springs, Battle Creek and Jackson, all in Michigan. The report pictures the plant, the products, the manufacturing processes, pays tribute to all its employees, with a special bow to the veterans (it has 212 employees who have been with the company 20 yrs. or more).

Then the booklet takes the financial statement and reduces each item to a figure *per employee*. It tells how much money the company received *per employee* and what was done with the money. It shows that it received from customers \$4,544 *per employee*. It shows that of that dollar it spent 41 cents for materials, it paid 34 cents for wages, 11 cents for repairs and depreciation, 7 cents for taxes, insurance and development, 3½ cents for electricity, fuel, etc., and had 3½ cents left to pay the wages of capital—in other words, profit. Every figure in the report is reduced to an amount *per employee*. Taxes paid in 1938 amounted to 11 cents per clock hour. The result is a dramatic picture of a going business, phrased to give stockholder and employee alike (and they're often the same individual) a feeling of pride, of responsibility and of achievement.

### Public Opinion on Taxes and Government Spending

A recent nationwide survey made by the National Association of Manufacturers reflects the public demand for reduced taxes, less government spending and a leaning towards business as the moving force for recovery. The survey was conducted by the same organization which conducts similar polls of public opinion for Fortune magazine. To assure a more detailed analysis of occupational thinking, the number of interviewers was larger than the average survey of this type.

The answers to the following question, "To increase prosperity government spending should be", were as follows: Decreased, 58 per cent; Let alone, 23 per cent; Depends, 8 per cent; Increased, 6 per cent; and Don't know, 5 per cent.

An analysis of the foregoing responses reveals a trend showing that as the wage scale went down, the percentage wanting an increase in spending went up. Of the 6 per cent wanting an increase in spending, the average increased to 9.6 per cent among wage earners and 17.1 per cent among the unemployed. Yet despite this increase, even among those in the low income brackets and those on relief, there was a 4 to 1 vote against increased spending. In the case of the great lower middle class with incomes between \$1,200 and \$5,000, the vote was 15 to 1 in opposition. Farmers voted heavily for less spending, with only 1.4 per cent saying "spend more".

The answers to the question, "To increase prosperity, taxes should be", were as follows: Lowered, 48 per

cent; Let alone, 36 per cent; Depends, 9 per cent; Raised, 2 per cent; and Don't know, 5 per cent. Commenting on these responses, the association stated:

"It might be assumed that more people would be for lower taxes than for decreased spending, for taxes affect more individuals personally and directly. But, as a matter of fact, the contrary is true, showing evidence that people realize that spending makes taxes and that you must cut spending before you can cut taxes. If the public had direct control, realistic budget-balancing would start right away."

In answer to the question of what should be the first necessity for increased prosperity, the following results were obtained: Government let business alone, 36 per cent; Increase production, 24 per cent; Pensions after 60, 20 per cent; Improved conditions in the South, 6 per cent; Unemployment insurance benefits, 5 per cent; Don't know, 7 per cent; and other reasons, 6 per cent. (The giving of "other reasons" and the citing of two reasons by some persons makes the aggregate more than 100 per cent.)

In regard to the foregoing question, the association states:

"Over one-third of those responding to this question said they thought the most important thing that would contribute to prosperity was to have government let business alone."

"But with one-fourth thinking the thing of first importance in order to improve national prosperity is to increase industrial production, it shows that industry is expected by the public to take some initiative once it is let alone."

"The 20 per cent who mention pensions and the 5 per cent who specify unemployment insurance benefits show about the same proportion depending upon the government purchasing power theory as on increased industrial production."

"The small number of 'don't knows' indicates that people are thinking on this matter of national recovery, that it is one of the nation's foremost questions, upon which the people are thinking deeply and have opinions."

### Train-Load Rate Basis Defended

Whether the I.C.C. will establish a precedent by authorizing a train-load rate on black strap molasses of 14 cents, subject to a minimum weight of 1,800 tons from New Orleans, and Gulfport to Peoria and Pekin, has created considerable interest.

It is thought by some in rail circles that the new rate is a departure from the usual method of rate making, as there is nothing in practice or in law confining the railroads' unit of transportation to one piece, one package, one item, or a single carload. The present case is the first of its kind in recent years to afford a cheaper rate on quantity lot shipments, there being previously only carload and less-carload rates.

Revival of inland waterway transportation, the rise of the trucking industry and the construction of pipe lines have changed established principles of rate making, stated one rail official, so that the rail carriers find themselves in this position: The motor carriers, on the one hand, apply rail carload rates at minimum weights one-half of, or less than one-half of, the rail carload minimum; the water carriers, on the other hand, apply rates much less than the rail carload rates but on quantities greatly in excess of the rail carload minimum. Between these two units of transportation lies the present rail rate structure. He stated further:

"The railways stand alone in offering to the shipping public rates contingent upon a carload quantity or upon a less-than-carload quantity, notwithstanding the railways alone are in a position to perform in one operation and at the same time, and in the same train, the service of transporting small intermediate carload and volume lots."

He added that the small shipper would not suffer from the establishment of volume-lot rates, but would actually benefit from them because he alone or in cooperation with others, could take advantage of such rates, whereas today many of these carload rates are available only to certain shippers.

Representatives of an oil company stated that the minimum weight proposed was a special rate in violation of section 2 of the Interstate Commerce Act.



**BIRMINGHAM, ALA.**

1880 Nearly Sixty Years of Honorable Service 1899

**HARRIS TRANSFER & WAREHOUSE CO.**

8 South 13th St., Birmingham

— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

• STORAGE • CARTAGE • DISTRIBUTION • FORWARDING  
Pool Cars Handled

Member of A.C.W.—A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

**BIRMINGHAM, ALA.**



**STRICKLAND**

Transfer & Warehouse Co.

1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution  
Pool Car Service a Specialty—Motor Truck Service  
Centrally Located—Free Switching from All R.Rs.

**BIRMINGHAM, ALA.**



**WITTICHEN**

Transfer & Warehouse Co.

Fireproof Warehouse

Household Goods and Merchandise

Pool Car Distribution

Member: A.W.A. & M.W.A.

BONDED



**MOBILE, ALA.**



**Merchants Transfer Company**

HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded  
Authorized Transfer Agents

A.T.&N., G.M.&N., L.&N., M.&O. &  
Southern Railroads. Pan Atlantic S/S Corp.

**MONTGOMERY, ALA.**



**Alabama Transfer & Warehouse Co.**

500 Block North Perry St.

BONDED — FIREPROOF —  
WAREHOUSE  
STORAGE & DISTRIBUTION

Members N.F.W.A. — A.W.A. — So. W.A. —  
A.C.W. — A.V.L.



**MONTGOMERY, ALA.**

**MOELLER TRANSFER & STORAGE CO.**

213-220 COOSA STREET

Merchandise and Household Goods

Low Insurance Rate Bonded Trucking Service

Pool Car Distribution

Members: A.W.A., N.F.W.A., So. W.A.

**TUCSON, ARIZONA**

**Tucson Warehouse & Transfer Co.**

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street Tucson, Arizona

**FORT SMITH, ARK.**

**O K TRANSFER & STORAGE CO.**

201 Rogers Ave.

Storing—Shipping—Moving—Packing  
Complete Storage and Distribution Service  
Free Switching from All Railroads  
Low Insurance Rates

26 Years of Satisfactory Service



**LITTLE ROCK, ARK.**



**Commercial Warehouse Co.**

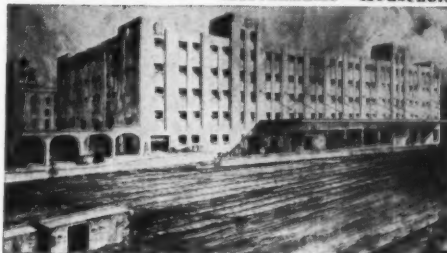
801-7 East Markham Street

A Complete Branch House Service  
Fireproof Sprinklered - Low Insurance  
Private Railroad Siding - Quick Service



**LITTLE ROCK, ARK.**

Arkansas' Largest Warehouse  
Merchandise—Household Storage



Absolutely  
Fireproof  
Low  
Insurance  
Rates  
Pool Car  
Distribution  
Compartments  
for household  
Goods

**TERMINAL WAREHOUSE CO.**  
LITTLE ROCK ARKANSAS

Member American Warehousemen's Association  
American Chain of Warehouses.

Agent for Allied Van Lines, Inc.



**LONG BEACH, CAL.**

STORAGE-TRUCKING  
DISTRIBUTION  
FREIGHT-MACHINERY  
TRUCK CRANES  
RIGGING



457 GOLDEN AVE. - P.O. BOX 237

**LOS ANGELES, CAL.**

The

**CALIFORNIA WAREHOUSE**

1248 WHOLESALE ST. LOS ANGELES

Merchandise Exclusively

**LOS ANGELES, CAL.**

**MERCHANDISE - DISTRIBUTION - STORAGE**

Investigation Invited  
Fireproof Building, Nearest Main Retail  
and Center of Wholesale District.  
Executive Control of Each Account

**GOLYER'S**  
VAN & STORAGE CO.  
415 So. San Pedro Street

**LOS ANGELES, CAL.**

AN "ASSOCIATED WAREHOUSE"

**DAVIES WAREHOUSE COMPANY**

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL  
the FIRST . . . Established 1893 . . . MORE THAN  
ORDINARY SERVICE . . . We invite inquiries relative to  
your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

**LOS ANGELES, CAL.**

Completely Equipped  
Merchandise  
**LOS ANGELES WAREHOUSE CO.**  
316 Commercial Street  
Household Goods

LOS ANGELES, CAL.

1950 S. Vermont Avenue, Los Angeles



**LYON**  
VAN AND STORAGE  
SERVES CALIFORNIA

San Francisco  
Oakland  
Fresno  
Los Angeles  
Hollywood  
Long Beach  
San Diego

Let Lyon Guard your Goods

MEMBER NATIONAL WAREHOUSE ASSOCIATION

LOS ANGELES, CAL.

**METROPOLITAN WAREHOUSE CO.**

*Merchandise Warehousing and Distribution*

Reinforced Concrete Sprinklered Building  
Centrally Located in Metropolitan Area  
Fire Insurance Rate 11.7 Cents  
1340-1356 EAST SIXTH STREET  
LOS ANGELES

Offices for Rent  
Telephone and Secretarial Service  
Sub Basement for Cool, Dry Storage

MEMBER  
ALLIED DISTRIBUTION, Inc.  
1525 Newberry Ave. Chicago, Ill. 11 West 42nd St. New York City

LOS ANGELES, CAL.

**Overland Terminal Warehouse**

1807 E. Olympic Blvd.  
(NINTH AND ALAMEDA STS.)  
SERVED BY THE UNION PACIFIC RAILROAD

General Merchandise Storage  
U. S. Customs Bonded Warehouse No. 11  
Cool Room Accommodations

FOR COMPLETE INFORMATION WRITE US DIRECTLY  
OR HANDLE WITH OUR ASSOCIATES

**CROOKS TERMINAL WAREHOUSES, INC.**  
CHICAGO NEW YORK KANSAS CITY  
435 W. Harrison St. 271 Madison Ave. 1104 Union Ave.  
OR NEAREST GENERAL AGENCY  
UNION PACIFIC RAILROAD

LOS ANGELES, CAL.

*Specializing In*  
**STORAGE & DISTRIBUTION**  
*of Food Products*

WE OFFER SHIPPERS COMPLETE SERVICE IN STORAGE AND DISTRIBUTION, PLUS THE ADDED CONVENIENCE OF AUXILIARY SERVICES:  
DRAYAGE FUMIGATION OFFICES  
FINANCIAL ASSISTANCE SECRETARIAL SERVICE

An Efficient Organization to Administer Your Local Distribution  
MEMBERS: C.W.A.—L.A.W.A.

**Pacific Commercial Warehouse, Inc.**  
923 East Third Street Los Angeles

Represented by  
NATIONAL WAREHOUSING SERVICE, 519 West Roosevelt Rd., Chicago

FRANK J. TULLY  
251 West 57th St., New York

LOS ANGELES, CAL.

1817-1855 INDUSTRIAL STREET

**Star Truck & Warehouse Co.**

COMPLETE FACILITIES EFFICIENT SERVICE

Storage Distribution Drayage

Represented by Distribution Service

240,000 Square Feet 56 Motor Trucks  
New York Chicago San Francisco

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.  
B. F. JOHNSTON, Gen. Mgr.

**UNION TERMINAL WAREHOUSE**

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.8 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

LOS ANGELES, CAL.

Member A.W.A., C.W.A., L.A.W.A.

**ONLY WESTLAND WAREHOUSES**

Offer You Neutral Switching To All Railroads In Pacific Southwest

Exclusive Los Angeles Junction Railway Service.

Located in Central Manufacturing District.

Low Insurance Rates.

Minimum Storage and Distribution Costs.

Write For Booklet

**WESTLAND WAREHOUSES, INC.**  
4814 Loma Vista Ave. Los Angeles



SACRAMENTO, CAL.

W. E. HIBBITT, Owner

**LAWRENCE**

Warehouse & Distributing Co.

**STORAGE**

MERCHANDISE—HOUSEHOLD GOODS  
POOL CAR DISTRIBUTING—DRAYAGE

Your Detail Handled as You Want It

11TH & R-ST. P.O. BX. 119



SACRAMENTO, CAL.

ARTHUR E. TRAVIS, Owner

**WESTERN VAN & STORAGE CO.**

1808-22nd St. Sacramento, Cal.

*Merchandise and household goods Warehouse*


Specializing in General Merchandise, Hops and Flour. Private Siding on S.P.R.R.—10-Car Capacity. Distribution of Merchandise and Household Goods Pool Cars.

SAN FRANCISCO, CALIF.

**GIBRALTAR WAREHOUSES**

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH  
**OVERLAND FREIGHT TRANSFER CO.**  
AND  
**TILDEN SALES BUILDING**



SAN FRANCISCO, CALIF.

**HASLETT WAREHOUSE COMPANY**

280 Battery Street, San Francisco

Largest and most complete storage and trucking service on the Pacific Coast.

Operating in San Francisco, Oakland, Stockton and Sacramento.

S. M. HASLETT - President  
Member: American Warehousemen's Assn. American Chain of Warehouses, Inc.

TRAFFIC MANAGERS SAY

"It is a grand job you are doing in taking and so thoroughly wielding the cudgel in behalf of Traffic Management. The attention you are directing to the subject through the columns of your valuable publication, augmenting the work being undertaken in the various states to bring about legal recognition of the profession, merits plaudits of every experienced and qualified Traffic Manager."

### Strike and Storage Situation San Francisco

War in Europe may bring peace to the San Francisco waterfront. Up until Sept. 13, the city had been holding its breath as the Waterfront Employers' Assn. and the Longshoremen's Union remained deadlocked and the fateful contract expiration date of Sept. 30 drew nearer. So bitter have been the exchanges between the employer group and Harry Bridges' ILWU during the past several months, with neither side willing to give an inch, that war on the waterfront seemed certainty.

Warned in advance, merchants and the general public have been stocking up, particularly on foodstuffs, so much so that drayage in San Francisco has increased at least 50 per cent during the past month and the heavy movement still continues—probably now due to the war situation, as the labor skies look somewhat clearer.

On Sept. 13, stalling came to an end and gestures towards bargaining were made as representatives of the employers and the union met to discuss resumption of negotiations for a new contract to replace the one which expired Sept. 30. In a letter to the employers, Mr. Bridges proposed resumption of discussions and asked that the services of Dr. Louis Bloch of the Maritime Labor Board be invited. Mr. Bridges further asked: "That if no agreement is reached between us by Sept. 30, negotiations and present contracts continue until such time as a new agreement is reached or negotiations end in disagreement."

F. P. Foisie, representing the employers, accepted Mr. Bridges' invitation, emphasizing the willingness of his group to bargain collectively, but rejected the proposal for day-by-day resumption of negotiations. He offered an extension of the present contract "for a period adequate to complete our negotiations and assure service in the interim," saying: "Our sole and immediate problem is to assure continued service." Mr. Foisie charged: "Your persistent refusal for the past weeks to collectively bargain has created uncertainty as a result of which cargoes are ceasing to flow and ships are already beginning to tie up. Your proposal to conduct negotiations without any provision assuring settlement gives neither to shippers nor to industry any promise of continued service and can only result in an early cessation." The employers said they were willing to:

"Renew existing contracts as of Sept. 30, 1939.

"To negotiate proposals submitted by both parties.

"Arbitration of all issues by Dean Morse."

In view of the altered situation due to war, it seems fairly certain that neither side wants a fight that would result in a waterfront tie-up. On the other hand, longshoremen are set to win some additional concessions—particularly in view of mounting living costs due to war conditions—and employers are equally set to grant no more than they must. That still leaves some tension and uncertainty in the air, but the odds are against a tie-up in San Francisco at least for the present.

Banking on this, a number of the larger public warehouses recently sent out notices to some of their major shippers advising them of the resumption of negotiations; assured that there was no likelihood of a tie-up on Sept. 30, and if, by that time, no new agreement had been reached, the existing agreement would remain in effect subject to cancellation on 60 days' notice.

In the event of the now unlikely maritime tie-up, there is no reason to expect that warehousemen would become directly involved in a strike or lockout, according to leading public warehousemen. The warehousemen belong to the ILWU, but to a different local, and it will be remembered that a master contract between warehouse operators and the union was entered into in

### SAN FRANCISCO, CAL.

Member:  
American Warehousemen's Association  
Distribution Service, Inc.

**Complete  
Warehousing  
SERVICE**



General Merchandise  
United States Customs  
and  
Internal Revenue Bonded Storage.  
Draying and Pool Car Distribution.  
Office Accommodations  
and  
Telephone Service.

**SAN FRANCISCO WAREHOUSE COMPANY**  
625 Third Street Sutter 3461

### DENVER, COL.

## North Denver Transfer and Storage Company

**Modern Merchandise Warehouses**

A dependable agency for the distribution of  
merchandise and manufactured products.

Storage  
Forwarding

Cartage  
Distributing

Centrally Located

Free Switching

Office: 2016 Blake Street, DENVER, COLORADO

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE. MON. 5531



### DENVER, COL.

We offer a complete service—Merchandise and  
Household Goods Storage, Pool Car Distribution,  
Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a  
statewide daily motor freight service under regulation of  
the Public Utilities Commission.

Connections with Interstate Truck Lines to  
Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug  
Vault, Fumigating Vault, Private Lockers

**The WEICKER TRANSFER & STORAGE CO.**

1700 Fifteenth Street

DENVER

COLORADO

Member of N. F. W. A.—A. C. W.—A. W. A.

### PUEBLO, COLO.



**BURCH WAREHOUSE AND  
TRANSFER CO. INC.**

General Office and Warehouse  
200 SO. SANTA FE AVENUE  
Modern Sprinklered Fireproof Building  
Freight Forwarding and Distribution  
Household and Merchandise Storage  
PACKING AND SHIPPING

Member of May. W. A.—A. W. A.—Colo. W. A.

**ATTENTION  
SHIPPERS**

This is the thirty-ninth consecutive issue in which new warehouse advertisers have appeared in **DW**—Don't depend on the Annual Shippers' Directory issue alone.



## BRIDGEPORT, CONN.

U. S. Customs Bonded



**The Bridgeport Storage Warehouse Co.**  
**General Offices 10 Whiting St.**  
**FIREPROOF STORAGE WAREHOUSE**  
 General Merchandise Storage and Distribution  
 Total Storage Area 80,000 Sq. Ft.  
 Household Goods, Moving, Packing and Shipping  
 N. Y., N. H. and H. R.R. Siding

BRIDGEPORT, CONN.  
HARTFORD, CONN.E. G. MOONEY, Pres.  
J. G. HYLAND, V-Pres.HARTFORD DESPATCH  
and WAREHOUSE CO., Inc.

U. S. BONDED WAREHOUSES—POOL CAR DISTRIBUTION—  
 PRIVATE SIDING—COMPLETE FACILITIES FOR MOVING  
 PACKING, AND STORING OF HOUSEHOLD EFFECTS—WARE-  
 HOUSES, TERMINALS AT SPRINGFIELD AND BOSTON, MASS.  
 OUR FLEET COVERS CONNECTICUT AND MASSACHUSETTS  
 DAILY.

ALLIED VAN LINES' AGENTS

Member of: A.W.A.—A.C.W.—N.F.W.A.—C.W.A.

## HARTFORD, CONN.

Established 1902



**SILENCE**  
**Warehouse Co., Inc.**  
 HOUSEHOLD GOODS EXCLUSIVELY  
 Fireproof Warehouses  
 N.W.A. C.W.A. C.M.T.A. C.O.F.C.

## NEW HAVEN, CONN.

M. E. Kiely, Mgr.



**DAVIS STORAGE COMPANY**  
 335 East St., New Haven, Conn.  
 Modern Fireproof Merchandise and Household Goods Warehouse  
 Private seven-car Siding, adjacent to Steamship and R. R. Terminals. Pool and stop over cars distributed.  
 Merchandise—New Furniture—Household Goods Storage—Packing—Crating—Shipping.  
 Motor Truck Service to all towns in Connecticut.  
 Low Insurance Rate. Prompt, Efficient Service.

## NEW HAVEN, CONN.

## STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, furniture—23 buildings—ADT supervised watchman service—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U.S. Customs.



## THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.  
 Members: A.W.A., N.F.W.A., C.W.A., M.T.A.  
 U. S. New Haven Chamber of Commerce.  
 Hauling member Allied Van Lines, Inc.



TRAFFIC MANAGERS SAY

"I have read with interest every issue of your magazine since it was first published and have noted a tremendous growth from the beginning. The thing that impresses me is that your editorials are not biased and represent clear, concrete and concise facts pertaining to the transportation field."

1938 after a disastrous struggle. This contract still is a year to run. Details of wages, hours and vacation under this contract are still being arbitrated, with conclusion to date. However, any waterfront tie would indirectly affect warehouses, whether their men were involved or not.

## Storage

The greatly increased drayage business reported in San Francisco is not echoed to any abnormal degree in increased stocks in public warehouses, according to warehouse operators there. Stocks are moving through the public warehouses freely, according to S. M. Russell, of the Haslett Warehouse Co., but there is an unusual amount in storage. It is reported, however, that there is a very great deal of cotton in the public warehouses at the moment. Merchants are loading on foodstuffs, especially canned goods, dried fruit and sugar. Most packers are holding goods for high prices, which means increased storage. Tremendous quantities of sugar are moving to Coast points.

A shipping boom is foreseen in San Francisco comparable to that of 1914-18. Idle vessels are being bought up and put in condition. There are rumors that R. Stanley Dollar, former leading steamship man, will re-enter the shipping business, as preliminary surveys for repairs were reported being made on five idle ships which he owns.—Gidlow.

## Pacific Coast Rates Soar

Presaging an anticipated official announcement at the various conferences of soaring off-shore freight rates, the Pacific Coast-Australasian Traffic Bureau on Sept. 7 instructed its five member lines to notify their shippers and consignees that current rates could not be confirmed after Sept. 30.

Parallel action was expected to be taken by the Pacific Coast-Europe conference, with relative increase in effect over the Pacific Coast-Orient and North Pacific-South American routes.—Herr.

## Pacific Coast-Spain Service

After a 3-yr. hiatus due to the Spanish civil war cargo service between the Pacific Coast and Spain was resumed Aug. 27, with the departure from San Pedro Cal., of the Italian Line motorship Leme with cargo for Barcelona among her other Mediterranean ports of call.

Last previous vessel to clear Pacific Coast ports for Spain was the Italian liner Rialto, out of San Pedro June 8, 1936. Barred from Barcelona, the Rialto was aged to discharge at the near-by port of Tarragona.

The General Steamship Corp., agents for the Italian lines, announced that monthly calls at Spanish ports are planned hereafter.—Herr.

## Paid Secretary for Cal. Storage Assn.

The decision for the appointment of a paid association secretary, to be responsible for the many necessary activities that must be engaged in, was arrived at during the annual convention of the California Storage Assn., held over the Labor Day week-end in Fresno with headquarters at Californian Hotel. Because of the increasing need for a competent and informed individual to handle legislative, taxation and other vital matters, this decision was regarded as an important one. Jack Barker, secretary of the San Francisco Movement Inc., who has been very active in all branches of the highway carrier association field, is looked upon as the most likely choice for the post when it becomes possible for the state association to support it.

Another change decided upon by the association at this meeting was to change the annual convention date

WASHINGTON, D. C.



**FEDERAL STORAGE COMPANY**

Telephone ADams 5600

1701 FLORIDA AVENUE

E. K. MORRIS, President (See Page Advertisement Directory Issue)  
Member—NFWA, AVL, WWA, CS&TA, DCTA

WASHINGTON, D. C.



Fireproof Storage Warehouses

**SMITH'S TRANSFER & STORAGE CO., INC.**

1313 You St. N.W.  
Washington, D. C.  
A.T.A.—D.C.T.A.—Board of Trade, Washington, D.C.

WASHINGTON, D. C.

Maurice Kressin, Mgr.

**Manhattan Storage & Transfer Co.**

639 New York Ave., N.W., Washington, D. C.

Household Goods storage, packing, shipping. Pool Car Distribution Merchandise.

Lift vans local delivery.

Member Ind. Movers & Warehousemen's Assoc.

WASHINGTON, D. C.

**GENERAL MERCHANDISE STORAGE**

Pool Car Distribution—  
City Delivery Service

Direct Switching Connections into Warehouse  
Pennsylvania Railroad

**TERMINAL REFRIGERATING & WAREHOUSING CORPORATION**

4th and D Streets, Southwest

Member of A. C. W.

WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON AND VICINITY

**Security Storage Company OF WASHINGTON**

Capital, Surplus and Reserves over \$1,200,000

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.

Members, NFWA, AVL  
Canadian, British, French & German Assns.

1140 Fifteenth Street, Washington  
31 Place du Marche St. Honore, Paris

WASHINGTON, D. C.

W. E. EDGAR, Supt.

**THE TERMINAL STORAGE COMPANY OF WASHINGTON**

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.  
Member of American Warehousemen's Association

WASHINGTON, D. C.

Established 1901



**UNITED STATES STORAGE COMPANY**

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 83)  
Member of N.F.W.A.—W.W.A.

JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE

**UNION TERMINAL WAREHOUSE COMPANY**  
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution  
Reconsigning—Trucking Service—Trackage 52 Cents  
Reinforced Concrete—Sprinkler System—A.D.T. Service  
Insurance Rate 12 Cents  
Rental Compartments—Sub-Postoffice, Western Union Tel.  
Members A.W.A.—A.C.-of-W.—J.W.A.

MIAMI, FLA.

**RYDER TRUCKING CO., INC.**

Two Fireproof Storage Warehouses

OFFICES 26 N.E. SEVENTH ST.

General Merchandise Storage-Distribution. Low Insurance Rate. Sprinklered Concrete Building. 4 Consolidated Deliveries Daily—4 Car Siding—Florida East Coast R. R.

PENSACOLA, FLA.

W. A. Ray, Pres. & Mgr. M. Ray, Sec.-Treas.

**The Bonded Warehouse Company**

Handling merchandise in brick buildings sprinklered, on private siding L&N (\$-car capacity) at 710 So. Palafox St. U. S. Customs bonded; U. S. Warehouse Act bonded.

For merchandise and household goods we have at 711 Jefferson St. 25,000 sq. ft. Consign CL Shipments via L&N; LCL via L&N-Frisco. Specialize in sugar, autos, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

from the Labor Day week-end to Washington's Birthday, because the September date falls when the highway carriers are in their busiest season. This would bring the next annual meeting to February, 1940, unless the membership decides to pass over this date because of proximity to the 1939 meeting, and hold the next one in 1941.

Frank A. Payne, Lyons Van & Storage Co., Los Angeles, was elected president of California Storage Assn.; the northern vice-president is Ray James of James Transfer & Storage Co., San Jose, and C. C. Temple, Bekins Van & Storage Co., San Diego, serving as southern vice-president. C. A. Ryan of Southwest Van & Storage Co., Los Angeles, is secretary, and H. A. Kern, Bekins Van & Storage Co., San Francisco, assistant secretary. The board of directors includes the following: Charles Wagner, Pacific Storage Co., Stockton; D. C. Bole, Lyons Van & Storage Co., San Francisco; Marvin Vandervoort, Palo Alto Transfer & Storage Co., Palo Alto; J. Lowell McAdam, Orth Van & Storage Co., Pasadena; George W. Hoover, Fidelity Van & Storage Co., Los Angeles; J. J. Timmins, Beverly Hills Transfer & Storage Co., Beverly Hills.—Gidlow.

**POSITION WANTED**

Fifteen years' experience in selling and management in the household goods storage field. Now employed and getting results in contacting and securing new business. Interested in a connection with possibility of manager or assistant executive. College education and good references.

Address Box G 245, DandW, 249 West 39th St., New York

## PENSACOLA, FLA.

H. P. FERRISS, Pres. H. W. FERRISS, Mgr.


**FERRISS  
WAREHOUSE & STORAGE**

Merchandise Storage  
POOL CARS DISTRIBUTED. PRIVATE SIDING  
HOUSEHOLD GOODS STORAGE  
LOW INSURANCE RATES

## TAMPA, FLA.

"Your Tampa Branch House"


**CALDWELL  
BONDED  
WAREHOUSES**

MERCHANDISE—HOUSEHOLD GOODS  
Members: American Chain of Warehouses  
American Warehousemen's Assn.

## TAMPA, FLA.

**LEE  
TERMINAL**

1139 Ellman Ave.  
TAMPA

Merchandise Storage  
Pool Car Distribution  
Commercial Cartage  
Water & Rail connections  
Low Insurance Rate  
Household Goods Storage  
Moving—Packing—Shipping  
Agents Allied Van Lines  
National Movers

Members: AWA—NFWA

## TAMPA, FLA.


**TAMPA UNION TERMINAL, INC.  
TAMPA, FLORIDA**

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by S&L and A.C.L. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"

Member American Warehousemen's Association

## TAMPA, FLA.

WILLIAM J. EVE, Manager

**WAREHOUSE, INC.  
BONDED**

CARLOAD AND COMMERCIAL STORAGE  
POOLED CAR DISTRIBUTION

Morgan and Water Streets, Tampa, Florida

## ATLANTA, GA.

**AMERICAN BONDED WAREHOUSE  
Affiliated with  
SOUTHEASTERN BONDED WAREHOUSES**

"Better Warehouse Service"

651-653 Humphries St., S. W.—Sou. R. R.

Merchandise Warehousing Pool Car Distribution  
Sprinklered A.D.T. Burglar Protection A.W. Am.



## ATLANTA, GA.

FRED E. STEVENS, Owner and Manager

**ATLANTA SERVICE WAREHOUSE**

"Service" Is Our Middle Name

376 Nelson St., S. W. Cor. of Mangum

FIREPROOF WAREHOUSE WITH SOUTHERN RAILROAD SIDING.  
LOW INSURANCE RATE.

Branch office space for rent.

Merchandise Warehousing Member of A.W.A. Pool Car Distribution

## ATLANTA, GA. SAVANNAH, GA.

**BENTON RAPID EXPRESS**

The Fastest Freight Service Between Atlanta and Savannah and Intermediate Points.

CUSTOMS BONDED AND INSURED  
Ask us to quote on all kinds of shipments received from and delivered to Steamship Lines—Serving the Port of Savannah

Principal Office  
410 W. Jones St.,  
Savannah

Atlanta Office  
436 Whitehall St. S. W.

## ATLANTA, GA.

**BONDED SERVICE WAREHOUSE**

COR. SPRING &amp; PACKARD STS., S.W.

MERCHANDISE STORAGE  
POOL CAR DISTRIBUTION  
MODERN FIRE PROOF BUILDINGS  
C. OF GA. RY. SIDING

## ATLANTA, GA.

H. W. Gullatt, Pres.

**M & M WAREHOUSE CO.  
29 HAYNES ST. N.W.**

General Storage—Pool Car Distribution  
Concrete Sprinklered Warehouse

Call on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.

Consign via any RR.—Private Siding A.B.C. Ry.

Represented by American Chain of Warehouses

## ATLANTA, GA.

"Atlanta's Largest"

**MONROE BONDED WAREHOUSES**

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING  
Private Railroad Sidings—Concrete Warehouses

A.D.T. Service

Member: A.W.A.

## ATLANTA, GA.

**SECURITY WAREHOUSE COMPANY**

113-129 COURTLAND ST. S.E.

Commercial Warehousing at its Best

ESTABLISHED 1917

MEMBER A. W. A.

## SAVANNAH, GA.

Savannah's only bonded warehouse  
SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY.

BAY STREET EXTENSION &amp; CANAL.

Post Office Box 1187

General Storage—Distribution—Reconsigning  
Custom House Brokers—Custom Bonded  
Regular steamship service from principal Eastern, Western & Gulf ports—track connections with all rail and steamship lines.

R. B. Young, President.

F. J. Robinson, Vice-President.

Members—A.W.A.—A.C.W.



## Radio Warning to Ships

Under a new arrangement, effective Sept. 1, United States Weather Bureau and related marine reports furnished by the Coast Guard are transmitted at 8 a.m. and 8 p.m. daily by the Southern California Telephone Co.'s coastal and Los Angeles Harbor radio-telephone station on its regular transmitting frequency. The station also transmits immediately and at 2-hr. intervals on the odd hours warnings of danger to navigation and storm warnings provided by the Coast Guard. No fee is charged for the regular service. A vessel which fails to receive a report may call in through its ship station and have the information repeated. A charge of 50 cents is exacted for each individual report.

Since July 1, 1923, a total of 99,337 ships have gone through Los Angeles Harbor, statistics compiled by the Marine Exchange of the Los Angeles Chamber of Commerce show. The vessels had an aggregate tonnage of 272,038,049 tons.—Herr.



## In the Cold Storage Field

(Continued from page 26)

## Sprague, Warner &amp; Co. to Enter Frozen Food Field

Confirming the belief of many experts that famous canned food brands would sooner or later invade the quick frozen food field, Sprague, Warner & Co. announced at the Chicago convention of the National Food Distributors' Assn. that it is entering the new sphere. The company will use "Richelieu," noted in the realm of canned foods, as the brand for its new frozen food line.

## Canadian Plant for Gorton-Pew

The Gorton-Pew Fisheries Co., Gloucester, Mass., will build a frozen fish plant in Caraquet, New Brunswick, Canada. The New Brunswick government will pay three-quarters of the cost of the plant and help equip fishings boats. The plant will be in operation next Spring, it is stated.

## U. S. Cold Storage Opens Mich. Apple Plant

The United States Cold Storage Corp. has opened a new apple plant at Novi, Mich., known as the Fruit Sales Agency. W. J. Lamping, sales manager of the United States Warehouse Co., Detroit branch, has been named to manage the apple operations.

The building is a single story structure, 144 ft. long and 60 ft. wide, of glazed tile construction and concrete foundation and floors.

Sole object of the service will be to sell apples first by direct efforts of the staff at the plant including sales to truckers and later, in the case of the fruit which moves to the Detroit warehouse for cold storage, by the local firm which offers the highest price for them.

Although the Novi plant does not provide storage space, arrangements have been made to accept such apples as are intended for storage. The Detroit warehouse will furnish a rapid and regular truck service between Novi and Detroit, the rate for the haul being 5 cents per crate. A regular tariff schedule has been filed to cover storage in the Detroit warehouse.

## Dry Ice Capacity Increased

Pacific-Imperial Dri Ice Corp., Niland, Cal., has increased the capacity of its plant to 14 tons daily. Improvements include increasing the height of the cooling tower by 30 ft., and installing new pumps and motors. The expansion program was inspired by the recent completion of the sixth carbon dioxide well brought in by the firm in the Salton Sea field, near Niland, since the first of the year. The company ships dry ice and carbonic gas by truck to Arizona, New Mexico and West Texas. Carbonic gas is transported in cylinders of 1,000-lb. pressure each.—Herr.

## Md. Fresh Egg Law

The Maryland State Department of Markets intends to use the fresh-egg law, recently enacted, "as an agency for service rather than a means for police activity" it was stated by S. B. Shaw, chief of the Maryland State Department of Markets, before a gathering of producers, commercial handlers, inspectors and students, at the University of Maryland's poultry products marketing school at College Park, Md.

The following outline of plans for enforcement of the

## HONOLULU, HAWAII

WHEN SHIPPING GOODS TO  
**HONOLULU**

Consign to us and the same will be given our best attention.  
Modern Concrete Warehouses. Collections promptly remitted.  
Correspondence Solicited

**CITY TRANSFER COMPANY**  
Cable Address: LOVERINO, HONOLULU

## HONOLULU, HAWAII

LET US  
HANDLE  
AND  
STORE  
YOUR

**MERCHANDISE - HOUSEHOLD EFFECTS, Etc.**

Large new reinforced concrete warehouses—Sprinklered  
Low Insurance — Collections — Distribution Service

**HONOLULU CONSTRUCTION & DRYING CO., LTD.**

P. O. Box 190

Cable address, "HONCONTRA"

## BOISE, IDAHO

Selling Services Arranged

**BOISE COLD STORAGE COMPANY**

Merchandise Warehousing & Forwarding  
Negotiable Warehouse Receipts Issued  
Pool Car Distributors

304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

## CHICAGO, ILL. ■ ■ ■ ■ ■ ■ ■ ■

■ **Combine your Chicago Office  
and your Warehouse**

■ at **ANCHOR**. The best

■ location in Chicago—across the street from Tribune Tower and  
■ only three minutes from the loop.

■ You will find here every facility for the efficient storage and dis-  
■ tribution of your merchandise.

■ Re-shipping facilities second to none—direct tunnel connection  
■ with all railroads eliminating cartage. Private switch on C&NW  
■ Railway—delivery platform inside the building—private dock on  
■ Chicago River outside all bridges—lighterage connection with  
■ rail lines eliminating switching delays.

**ANCHOR STORAGE CO., 219-229 East North Water Street**

**CHICAGO**

Represented by  
**DISTRIBUTION SERVICE, INC.**

## CHICAGO, ILL.

**CHICAGO'S LOOP WAREHOUSE**

**C & A TERMINAL CO.**

**358 W. HARRISON ST.**

Modern concrete building. 30 car track served by Alton-B. & O. R.R.  
Tunnel connection all railroads for L.C.L. shipments. Next door Parcel  
Post Bldg. for economical and speedy handling of Parcel Post shipments.

## CHICAGO, ILL.

**CURRIER-LEE WAREHOUSES, Inc.**

**427-473 W. ERIE ST.**

**Complete Facilities for Merchandise  
Storage and Distribution**

## CHICAGO, ILL.



### DOWNTOWN WAREHOUSE

Most Centrally Located  
2 Blocks from New Union Station

CANAL &  
HARRISON STS.

Tunnel and Trap Car  
Service

# CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

### SOUTH SIDE WAREHOUSES

5801-5967 West 65th St.

Capacity 1200 Carloads

Insurance Rates as Low as 12c.

SOUTHSIDE RESHIPPING WAREHOUSES  
CHICAGOCHICAGO'S MOST MODERN  
WAREHOUSES

Also operate three modern warehouses in Kansas City and the  
Overland Terminal Warehouse Company at Los Angeles, California

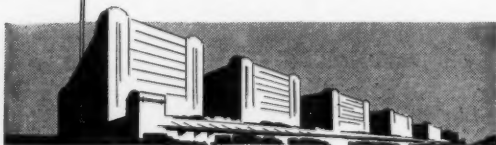
LIBERAL LOANS MADE ON STAPLE COMMODITIES

## CHICAGO, ILL.

### "CHICAGO'S FINEST WAREHOUSES"



Our huge connected modern warehouse units are located centrally . . . on private well paved streets . . . with ample parking and loading spaces . . . including second floor level roadway and truck elevators . . . Chicago Junction Railway union freight station under the same roof provides fast shipment service without transfer or cartage expense . . . swift freight elevators, plenty of them . . . natural light on all sides . . . clean modern quarters for offices or light manufacturing . . . heat and power as required . . . Because they are designed "for Distinguished Service," come to see our units first, whatever happen to be your space needs.



### CENTRAL STORAGE & FORWARDING COMPANY

2001 West Pershing Road . . . CHICAGO

Telephone . . . LAFayette 5628

fresh-egg law was given by Mr. Shaw in his prepared address:

"The administration of a law may be obnoxious, or it may prove decidedly useful in serving as a help rather than a hindrance. Most laws are enacted for some good purpose.

"The Department of Markets hopes to administer the Maryland fresh-egg law so that it will aid and not hinder any part of the industry. It is believed that the law can be used as an agency for service rather than a means for police activity.

"Most people are honest, at least in their intentions, and Maryland egg producers and distributors are no exception.

"Plans for administration will be developed in close cooperation with the State Poultry Council, the poultry department of the university, the State Department of Health and the Butter and Egg Exchange of Baltimore.

"After such plans are developed, and rules and regulations promulgated, the Department of Markets will endeavor to advise the entire industry so that policing will be reduced to a minimum."—Ignace.

### Cold Storage Workers Extending Demands

Since the settlement of the Quaker City Cold Storage Co. strike, by the management and members of the Warehouse Employees' Union, Local 18571, A. F. of L., inquiry among a number of other cold storage warehouses in Philadelphia, tends to show that the union, as was expected, has made certain "suggestions," or demands to other concerns in the same field. These demands, it is said, cover a shorter work week and a rise in wages.

According to statements by warehouse employers, there have been no further agreements aside from Quaker City's, for the reason that none of the differences of opinion between men and management have reached that stage of development and there have been no other strikes.

Said an official of one cold storage warehouse: "In our own particular case, our employees are not members of the Warehousemen's Union. We pay our men

CHICAGO, ILL.

Member A. W. A.

**Griswold-Walker-Bateman Co.**

1525 NEWBERRY AVE.

CHICAGO

- Modern Buildings.
- Low contents insurance.
- Reshipping, city deliveries
- Vacuum fumigation of food stuffs, tobacco, etc.
- Cooling Rooms
- Direct track connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT Railroads.
- Write for your copy of "The Way to Distribution."

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE., MON. 5531

CHICAGO, ILL.

**MIDLAND**

A COMPLETE WAREHOUSE ORGANIZATION FULLY EQUIPPED TO HANDLE MERCHANDISE RAPIDLY AND ECONOMICALLY

with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express, Freight Forwarding, Electric and Boat Lines on premises.

Inquiries Invited on Storage, Office and Rental Requirements

**MIDLAND WAREHOUSES, INC.**

1500 SOUTH WESTERN AVENUE, CHICAGO, ILLINOIS

CHICAGO, ILL.

Member: N.F.W.A.  
Allied Van Lines

Serving Chicago & Suburbs For  
Over 35 Years.

Consign Your Shipments To

**JOYCE BROS. STGE. & VAN CO.**

Main Office 6428 N. Clark Street  
Rogers Park 0633



CHICAGO, ILL.

**LAKESIDE TERMINAL WAREHOUSE CO.**

455 E. South Water St.

Chicago, Ill.

Pool Cars Solicited

COMPLETE FACILITIES FOR MERCHANDISE  
DISTRIBUTING WAREHOUSING FORWARDING

higher wages for working less hours than is the general practice here in Philadelphia. We have not raised the workers' wages since about a year ago."

An official of another cold storage warehouse company said that while the Warehousemen's Union recently had suggested a rise in pay above the prevailing \$34.50 a week and a shortening of the working hours a week from 44 to 42, matters rest there, for the present.

It is said that some of the old contracts between employers and workers have not expired and that until they have, nothing can be done in the way of raising pay and shortening hours of work.

While there is no association of employing cold storage warehouse concerns in Philadelphia, there is a small group, without charter, officers, or regular place of holding sessions, which meets occasionally to discuss problems confronting them.

Warehouse Employees Union, Local 18571 is known to be preparing to present demands to the Philadelphia Wholesale Drug Co., for a shorter working week (42 hrs.); 2 weeks' vacation with pay, instead of but 1 week with pay, and an extra holiday on Armistice Day, each year.—Lansing.

**Union Terminal, Lincoln, Neb.,  
Joins Greyvan**

The Union Terminal Warehouse Co., Lincoln, Neb., announces its appointment as an agency for the Greyvan Lines long distance household goods moving service.

**AWI Adds Security, El Paso**

The Security Fireproof Storage Co., El Paso, Texas, has become a member of Associated Warehouses, Inc.

CHICAGO, ILL.

Chicago's Largest and Best Located Warehouse

**NORTH PIER TERMINAL**

589 East Illinois St. Tel. Sup. 5606 Chicago, Ill.

SPACE LEASED for offices, storage and light manufacturing. STORAGE on a unit basis for spot stocks. Pool Car Distribution. STORAGE in transit. CUSTOMS and INTERNAL REVENUE BONDED SPACE. 1,500,000 sq. ft. in sprinklered buildings. Low insurance. C&NW Railway Siding. Capacity 150 cars. Direct TUNNEL connections with all railroads, eliminating cartage. 2500 ft. Dockage. STEVEDORING.

New York Office 25 Beaver Street Tel. Han. 2-1172

CHICAGO, ILL.

John F. Seng  
President

WABash 6852

John J. Egan  
Vice-President**SENG WATERWAY WAREHOUSE**

One Half Million Sq. Ft.  
of Modern Warehouse  
Space.

Warehousing-Brokers Offices.  
U. S. Customs Bonded Stores.

Shipments received and  
dispatched by water - rail  
or truck. Private track of  
Pennsylvania R. R. direct  
into Warehouse. In the  
heart of downtown Chicago.

310 West Polk St.

One block from Main U. S. Post Office



CHICAGO, ILL.

**Soo Terminal Warehouses**

519 W. Roosevelt Road

Merchandise Storage—Pool Car Distribution

COOL TEMPERATURES—CANDY STORED ALL YEAR

Ground Floor Warehouse Space with or without

Offices. Trackage—Free Switching—Fireproof

Represented by

National Warehousing Service

"THE  
ECONOMICAL  
WAY"





## CHICAGO, ILL.

For Distribution in CHICAGO Use

**SYKES SERVICE**

Fully sprinklered warehouse building for merchandise storage exclusively.  
Centrally located—only 12 minutes from the loop.  
Complete warehouse service with personal supervision.  
Pool Car Distribution

**SYKES TERMINAL WAREHOUSE**  
929 West 19th Street Chicago, Ill.

## CHICAGO, ILL.

Merchandise Storage and Distributors

**WAKEM & McLAUGHLIN, Inc.**

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

**ADVANCES MADE**

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service.

## CHICAGO, ILL.

**SAME DAY DELIVERY SERVICE**

Is a habit with us—not a boast. Stock forwarding ordered even as late as one o'clock is shipped the same day on through destination cars, via any railroad from any of the downtown terminals. No cartage expense.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

**WESTERN WAREHOUSING COMPANY**

323 West Polk Street

Chicago, Ill.

## DECATUR, ILL.

H. C. Taylor, Pres. R. C. Shumate, Treas. &amp; Mgr.

**Decatur Warehouse Company**  
(SHUMATE TRANSFER)

555 East Wood Street

TRANSFER—STORAGE—DISTRIBUTION  
MOVING—PACKING

Licensed—Bonded—Insured Carriers

## JOLIET, ILL.

Telephones 501 and 502

**Joliet Warehouse and Transfer Company**  
Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West  
Located on five Trunk Lines and Outer Belt  
which connects with every road entering Chicago.

No switching charges.  
Chicago freight rates apply.

## PEORIA, ILL.

OUR DEPENDABILITY YOUR ASSURANCES  
OF SATISFACTION.**FEDERAL WAREHOUSE CO.**

800 So. Adams St.

Peoria, Ill.

Peoria is the logical Center of Distribution for Illinois.  
We will be pleased to explain our service and facilities.

Member of C.I.W.A.—A.W.A.—N.F.W.A.

## PEORIA, ILL.

**NATIONAL STORAGE COMPANY**

- Merchandise Storage
- Pool Car Distribution
- Fireproof Building; Sprinklered
- Low Insurance Rate
- Private Siding
- Motor Truck Terminal

801 SO. WASHINGTON ST.

## ROCKFORD, ILL.

**BARTLETT WAREHOUSE**

Modern Plant C.&N.W. Siding Free Switching  
"Sparkling Service"

502-514 Cedar St.

Phones: Main 133, 134

## ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES  
160,000 POPULATION — RATE BREAKING POINT  
MOTOR FREIGHT SERVICE IN ALL DIRECTIONS

FEDERAL BARGE LINE TERMINAL

C. B. &amp; Q. SIDING—FREE SWITCHING

**ROCK ISLAND TRANSFER & STORAGE CO.**

Member of A. W. A.—N. F. W. A.

## EVANSVILLE, IND.

**MEAD JOHNSON TERMINAL CORP.**  
EVANSVILLE, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"  
With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.  
Write for booklet completely describing the many unusual services available.

Member of A.W.A.

Represented by **ALLIED DISTRIBUTION INC.** CHICAGO  
NEW YORK 11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE., MON. 53N

## FORT WAYNE, IND.

**FORT WAYNE [ WITH MIGHT AND MAIN ] STORAGE CO. THE SAME**

FIREPROOF AND NON-FIREPROOF BUILDINGS.  
Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;  
Wabash R. R.—Private Sidings—Pool Car Distribution

## FORT WAYNE, IND.

**PETTIT'S STORAGE WAREHOUSE CO.**  
"Fireproof" Buildings  
STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries  
Private siding

## HAMMOND, IND.

**GREAT LAKES WAREHOUSE CORPORATION**

General Merchandise—Storage and Distribution

Established 1922 (Tel.—Ham'd 3780-31)  
**E. C. Faure** Plummer Ave. & State Line St.  
Vice-Pres. & Mgr. (Tel.—Chicago—Ent. 2290)  
FACILITIES—150,000 sq. ft., Fireproof, concrete-steel-brick const. Siding on  
IHB RR: exp. 30 cars. Located within Chicago switching district. Transit privileges.  
SERVICE FEATURES—Motor term. on premises—hourly del. to Metro, Chicago  
and suburbs.  
ASSOCIATION—Indiana Warehousemen's & American Warehousemen's, Cold Storage Division.

## The Parade of New Products

(Continued from page 28)

Atlanta, Ga., will take bids soon on general contract for two-story and basement mechanical-bottling plant.

Buckeye Cotton Oil Co., Floyd and K Sts., Louisville, has work under way on expansion and improvements for increased capacity in soy bean division, to include new storage bins, mechanical-handling and other equipment. Company is also considering one-story addition, to be equipped as a solvent-manufacturing department. Company is a subsidiary of Procter & Gamble Co., Gwynne Bldg., Cincinnati.

Tri-State Refineries, Inc., Spottsville, Ky., plans expansion and improvements, including new production units with capacity for handling about 500 bbls. of crude oil per day.

Kroger Grocery & Baking Co., 35 East 7th St., Cincinnati, plans one-story addition to branch meat-packing plant at Columbus, Ohio.

Heyman Process Corp., New York City, has a liquid concentrate which can be diluted with 9 parts of water to make a cup of hot or cold coffee. The concentrate is made from a specially prepared roasted coffee produced under a recent patent. Distribution, it is stated, will be through dairies whose wagons or trucks will deliver the concentrate in quart bottles direct to the doorstep of the consumer.

LINK-BELT CO., Chicago, has organized the Link-Belt Speeder Corp., a wholly-owned subsidiary, but operated independently, with headquarters at 301 W. Pershing Road, for the manufacture and sale of power-operated excavating and materials handling shovels, draglines, cranes, including a full line of track-type locomotive cranes. The products of the new corporation will be manufactured at both Cedar Rapids, Iowa, and Chicago, and marketed through a large list of authorized distributors.

National Distillers Products Corp., Russell and Alluvion Streets, Baltimore, has approved plans for two-story and basement addition. Cost close to \$40,000 with equipment.

Coca-Cola Bottling Co., Inc., 68 Woodbridge Street, New London, Conn., has let general contract for new one and two-story mechanical-bottling plant on Bank Street. Cost about \$50,000 with equipment.

Cook Paint & Varnish Co., 1412 Knox Street, No. Kansas City, Mo., has awarded general contract for one-story addition. Cost close to \$40,000 with equipment.

Consumers Glue Co., 24 So. Commercial Street, St. Louis, has acquired one-story building at 3320 So. Broadway for expansion.

Humphreys Mfg. Co., Mansfield, Ohio, manufacturer of pumping machinery and parts, plumbing equipment, etc., has let general contract for three-story and basement addition for storage and distribution. Cost about \$85,000 with equipment.

Montgomery Ward & Co., West Chicago Avenue & North Larabee Street, Chicago, mail order merchandiser, has let general contract for one and multi-story plant at 10th & Washington Streets, for production of paints, oils, etc. Cost over \$200,000 with equipment.

Rhineland Paper Co., Rhineland, Wis., glazed, glassine and other processed paper stocks, has begun

### HAMMOND, IND.

Members N.F.W.A., Allied Van Lines



**JOHNSON**  
Transfer and Fireproof Warehouse  
STORAGE FOR HOUSEHOLD GOODS AND OFFICE  
FURNITURE

WAREHOUSE and OFFICE: 405 Douglas Str.

### INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

**HENRY COBURN**  
STORAGE and WAREHOUSE CO.  
Merchandise Storage, Distribution, Trucking  
Leased Space—Offices—Low Insurance  
Loans on Receipts

### INDIANAPOLIS, IND.

"INDIANAPOLIS' FINEST"



**HOGAN**

Transfer & Storage Corp., 861 Massachusetts Ave.

• FIREPROOF WAREHOUSE • PRIVATE RAIL SIDING

### INDIANAPOLIS, IND.

**INDIANA TERMINAL & REFRIGERATING CO.**

230-240 So. Penna. St.

Phone MArket 4361

Fireproof Warehouse

Office Rooms

General Merchandise and Cold Storage

Down Town Location with RR tracks in building.

### INDIANAPOLIS, IND.

**Indianapolis Warehouse and Storage Co.**  
330 West New York St. Indianapolis, Ind.

Merchandise Warehouse, Brick, Sprinklered, 80,000  
Square feet, private siding C.C.C. & St. L. Pool Car Dis-  
tribution. Lease Space. Office Space.

Member of Ind. W. A. - Associated Warehouse, Inc.

### INDIANAPOLIS, IND.

**Strohm Warehouse & Cartage Company**  
230 W. McCarty St. Telephone RI. 5513

General Merchandise Cold Storage. Pool Car Distribution and  
Checking Out. All Merchandise on Check Out Cars Placed  
on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

### INDIANAPOLIS, IND.

**TRIPP**  
**WAREHOUSE COMPANY**  
1001 E. New York Street

Complete facilities for the storage and distribution of  
**MERCHANDISE**



PRIVATE SIDING—BIG FOUR—CONNECTING  
WITH ALL RAILROADS—NO SWITCHING  
EXPENSE. TRUCK SERVICE.

Member A. W. A.—Ind. W. A.

Write for complete description of services  
to meet your individual requirements.

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 43RD ST. PH. 6-0066 1525 NEWBERRY AVE. MON. 50.31

## SOUTH BEND, IND.

**Ullery Cold Storage & Warehouse Co., Inc.**

401-403 S. Notre Dame Ave.



Merchandise and Cold Storage  
Modern Cold Storage Locker Plant, 1000 Capacity  
Private Siding on Grand Trunk Western Railroad  
Pool Car Distribution, Trucking Service  
Member A.W.A.—Ind. W.A.

## TERRE HAUTE, IND.

**DISTRIBUTORS TERMINAL CORPORATION**

Private R.R. Track Capacity 21 Cars connecting with all lines.  
Merchandise Storage and Distribution a Specialty  
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U.S. Licensed and Bonded Canned Foods Warehouse License No. 12-4.

## CEDAR RAPIDS, IOWA

**Calder's Van & Storage Co., Inc.**

412 Ave. A, N.E. Cedar Rapids, Iowa

Merchandise and Household Goods Storage  
Pool Car Distribution

Fireproof Warehouse Member of N.F.W.A.—Agent for Allied Van Lines, Inc.

## CEDAR RAPIDS, IOWA

**CEDAR RAPIDS TRANSFER & STORAGE CO.**

FIREPROOF WAREHOUSE

ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING  
AND DISTRIBUTION OF MDSE. AND H. H. CDS.

DAILY TRANSPORTATION SERVICE IN EVERY DIRECTION  
FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS

Special Warehouse for Farm Machinery and Heavy Equipment

## DAVENPORT, IOWA

**EWERT & RICHTER EXPRESS & STORAGE COMPANY**

At Davenport, Iowa, Rock Island and Moline, Ill.

Fireproof Warehouse on trackage. Phone Dial 3-3653.

Branch office and Warehouse service—Mississippi Valley reaching 30



Million Consumers.  
Pool- and Stop-over Distribution.  
Truck Terminal & Motor Truck Service.  
Members: AWA NFWA IAWA.  
Associated Warehouse, Inc.  
Agents, ALLIED VAN LINES.

## DES MOINES, IOWA

**BLUE LINE STORAGE CO.**

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage  
Private Siding—Free switch from any R.R. entering  
Des Moines

Members: A.W.A.—N.F.W.A.—Ia.W.A.—M.O.W.A.

## DES MOINES, IOWA

Member American Chain of Warehouses

Fire  
Proof  
Ware-  
house**MERCHANTS**9th  
&  
Mulberry

TRY OUR SUPERIOR SERVICE

40 years' warehousing nationally known accounts  
gives you Guaranteed Service  
Daily reports of shipments and attention to  
every detail.

## WATERLOO, IOWA

**IOWA WAREHOUSE CO.**

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

construction of two-story addition for which general contract was let recently.

Pacific Gas Radiator Co., 7615 Roseberry Avenue, Huntington Park, Cal., gas heating radiators, parts, etc., has asked bids on general contract for one-story addition, about 18,000 sq. ft. floorspace.

Italian Wineries of Washington, Inc., 1101 Twenty-third Avenue, Seattle, has purchased a two-story building at Airport Way & Adams Street, with adjoining site, and will remodel for new winery.

Joseph E. Seagram & Sons, Inc., 405 Lexington Avenue, New York, plans remodeling and converting one of buildings at distilleries on Seventh Street Road, Louisville, for a mechanical-bottling works. Cost over \$65,000.

Merck & Co., 126 E. Lincoln Avenue, Rahway, N. J., chemical products, plans three-story and basement addition, for which bids will be asked soon.

Karl Seller & Sons, 4053 No. 5th Street, Philadelphia, meat packers, has purchased adjoining one-story building for expansion.

W. A. Sanford, Winter Haven, Fla., plans one-story fruit-packing plant, with conveying, mechanical-handling, loading and other equipment.

John Morrell & Co., foot of Quincy Street, Topeka, Kans., meat packers, has engaged architect to prepare plans for six-story and basement addition, for expansion in meat-processing, lard-refining and other divisions. Main offices are at Ottumwa, Iowa.

Soy Bean Processing Co., 1600 Westfield Avenue, Waterloo, Iowa, has asked bids on general contract for new power house, installation to include 125 to 150-hp. boiler unit, stoker, coal unloaders, handling and auxiliary equipment.

Mutual Brewing Co., Ellensburg, Wash., has let general contract for one-story addition, for mechanical-bottling works.

Rayon Silks, Inc., Vancouver, B. C., recently organized, has acquired about 32-acre tract formerly held by Capilano Lumber Co., on North Shore, for new cellulose rayon mill. Initial plant will comprise one-story units, with power house, pumping station, machine shop and other mechanical departments. Cost about \$150,000 with machinery. Later, a larger mill will be built on neighboring site, to cost close to \$2,000,000.

Boyer Bros., Weirsdale, Fla., has let contract for one-story fruit-packing plant at Weirsdale, with daily capacity of 4 cars. Cost over \$40,000 with mechanical-handling and other equipment.

Rival Packing Co., 371 So. Halsted Street, Chicago, food packer, has let general contract for three-story and basement plant at 45th Street & Tripp Avenue, where site was acquired recently. Cost close to \$350,000 with equipment.

Florida Sugar Distributors, Inc., 82 N.E. 6th Street, Miami, Fla., plans one-story storage and distributing plant. Cost over \$50,000 with mechanical-handling, loading and other machinery.

E. J. Brach & Sons, Chicago, major producers of popular priced bulk candies, is erecting a \$500,000 addition to its large west side confectionery plant as the first step in a 2-yr. expansion program. The new unit will add 90,000 sq. ft. of floorspace to the present 313,000 sq. ft. in the plant, and will cost \$300,000. Another \$200,000 will be used for purchase of equipment. The



## KANSAS CITY, KANSAS

# INTER-STATE TRANSFER AND STORAGE COMPANY FIREPROOF WAREHOUSE 18th & MINNESOTA



Packing, Moving, Storing and Shipping. Private Siding  
Agent for Allied Van Lines, Inc.  
L. J. CANFIELD, Proprietor Telephone Dr. 3420

## TOPEKA, KANSAS

Agent for Allied Van Lines, Inc.

# TOPEKA TRANSFER and STORAGE Co., Inc.

A.W.A.

N.F.W.A.

FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS  
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY  
CITY-WIDE DELIVERY SERVICE

Private Switch Connections AT & SF, CRI & P. U.P. and M.P.  
Member of American Chain of Warehouses

## WICHITA, KANSAS

# A Modern Distribution and Warehousing Service

# Brokers Office & Warehouse Co.

Murray E. Coykendall, Gen. Mgr.  
Member of American Chain of Warehouses

## WICHITA, KANSAS



Write or Wire

# Cassell

TRANSFER & STORAGE CO.

WICHITA, KANSAS

Fireproof Storage and Sprinkler System

## WICHITA, KANSAS



# UNITED WAREHOUSE CO.

Merchandise Warehouses



at TWO BIG MARKETS  
WICHITA, KANSAS ← → KANSAS CITY, MO.

## LOUISVILLE, KY.



Our  
Service  
Is Our  
Sales  
Force

With a trained personnel and modern facilities  
for rendering efficient distribution service.  
ASK YOUR CUSTOMERS HERE.  
CHESTER BELL, Gen. Mgr.

KENTUCKY TERMINAL WAREHOUSE COMPANY  
1101 West Kentucky St. Louisville, Ky.

## LOUISVILLE, KY.

H. W. Lamppin, Pres.



Serve your customers in the Louisville territory promptly from stock kept in this modern, clean warehouse. The personal attention we give each account will bring in those repeat orders.

21 Trucks — Clean, Dry Space — Reasonable Rates  
Responsible Service — P. R. R. Siding  
**LAMPPIN WAREHOUSE COMPANY, INC.**  
1409 MAPLE STREET LOUISVILLE, KENTUCKY

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST., PENN. 6-0946 1525 NEWBERRY AVE., MON. 333

## LOUISVILLE, KY.

# Louisville Public Warehouse Company

25 WAREHOUSES

944,000 SQUARE FEET

Louisville Member  
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.  
Gen'l Mdae. — H. H. Goods

## LOUISVILLE, KY.

# Ninth Street Public Warehouse Co., Inc.

Warehousing in all its branches  
Sprinklered Buildings—Most Centrally Located with Rail and  
Truck Sidings. I. C. Railroad.

MAIN AT NINTH

TRAFFIC  
MANAGERS SAY

"I believe that every industry and carrier should have D and W on the desk of its Traffic Manager and wish to take this opportunity to express to your publication my sincere appreciation for its initiative 'and I say that advisedly,' in undertaking to further the interests of the 'Traffic Profession.'"

project is to be completed by Oct. 15, according to Frank V. Brach, vice-president.

Monarch Wine Co., 105 Wooster Street, New York, has leased buildings Nos. 38, 91 and 92, at Bush Terminal, Brooklyn, totaling 25,000 sq. ft. of floorspace, for new storage and distributing plant.

Pillsbury Flour Mills Co., Lafayette Bldg., Buffalo, has let general contract for modernization and expansion in milling plant at 250 Ganson Street. New mechanical-handling and other equipment will be installed.

Edward Hahn Packing Co., Johnstown, Pa., meat packer, plans one-story addition. Cost over \$50,000 with equipment.

Hershey cocoa butter toilet soap has been launched by the Hershey Estates in a newspaper campaign embracing one New Jersey and five Pennsylvania cities. The soap campaign is limited momentarily by lack of wider distribution for the product. The drive will be expanded as soon as production and distribution of the soap is extended to other territories.

Coconut Products of America, De Soto City, Fla., has appointed an advertising agency.

Colgate-Palmolive-Peet Co. will introduce soon a new liquid dentifrice, Cue.

Wm. Scull Co., Camden, N. J., has introduced in the Eastern markets a ready-to-drink coffee, put up in 12-oz. lithographed cans.

Michigan Sugar Co. will spend \$150,000 on an expansion program at its Croswell, Mich., plant.

The Cultivated Mushroom Institute of America, Inc., has just been formed by a group of 9 mushroom growers and canners from all parts of the country. H. E. Conrad is executive director of the new organization whose offices are located at 369 Lexington Ave., New York. Packaging, merchandising and marketing of the products of the Institute are in charge of Gooch & Co., marketing engineers, at the same address.

Steinbag Rice Milling Co., and the Comet Rice Co.,

For the convenience of shippers, this section is arranged geographically

## ALEXANDRIA, LA.

B. F. HENRY, Pres. HARRIET POWERS, Secy.-Treas.

**Rapid Transfer and Storage Co., Inc.**  
1056-1058 WASHINGTON STREETMerchandise and Household Goods Storage  
Pool Car Distribution  
Ship via R.I. Ry.—So. P.—L. & Ark. Ry.—Mo. P.  
and T. & P.  
Agents for Allied Van Lines, Inc.  
Member NFWA-SWA

## BATON ROUGE, LA.

AGENTS FOR ALLIED VAN LINES, Inc.

**GLOBE STORAGE COMPANY, INC.**520 FRONT STREET  
MODERN BONDED WAREHOUSE  
SPRINKLER PROTECTED  
Merchandise and Household Storage  
Pool Car Distribution—Drayage—Packing  
Rail & Barge Line Connections—Private Siding on IC & MP

## NEW ORLEANS, LA.

E. B. FONTAINE, Pres. &amp; Mgr.

**Commercial Terminal Warehouse Company**  
INCORPORATED**Modern Merchandise Warehouses**A dependable agency for the  
distribution of merchandise  
and manufactured products.Storage Cartage Forwarding Distributing  
Bean Cleaning and Grading FumigatingOffice 402 No. Peters Street  
NEW ORLEANS LOUISIANA

## NEW ORLEANS, LA.

**Douglas Shipline Storage Corporation**  
**Douglas Public Service Corporation**

New Orleans, La.

Sprinklered storage—  
1,050,000 square feet.  
Mdse. and Furniture.  
Switch track capacity  
—100 cars.  
Nine warehouses con-  
venient to your trade.  
Loans made against  
negotiable receipts.  
Trucking Department  
operating 105 trucks.  
Insurance Rates 12c  
to 46c.Represented by  
Distribution  
Service, Inc.New York Chicago  
San Francisco

## NEW ORLEANS, LA.

**Independent Warehouse Co., Inc.**

2800 CHARTRES STREET

Specializing in MDSE Distribution  
— Operating Under Federal License —All concrete Warehouses, sprinklered, low insurance rates, Low handling costs.  
Located on Mississippi River—shipside connection. Electrical loading and piling  
devices. Switching connections with all rail lines. State Bonded. Inquiries Solicited.

## NEW ORLEANS, LA.

**Standard Warehouse Co., Inc.**

100 Poydras St., New Orleans, La.

Represented by  
ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. NEW YORK 18-0060 1375 NEWBERRY AVE. MONROVIA 3031

Complete Warehousing Service

## SHREVEPORT, LA.

"In the Heart of the Wholesale District."

**CENTRAL STORAGE & TRANSFER CO.**  
700-712 COMMERCE ST. SHREVEPORT, LA.

Merchandise and Household Goods

Pool Cars distributed. Motor fleet of 6 modern trucks. Branch office  
and showroom facilities. Agents of Forwarding, Carloading and Steam-  
ship companies. We can help you.

## SHREVEPORT, LA.

**Terminal Warehouse & Transfer Co., Inc.**  
Office 629-31 Spring St.Merchandise and Household Goods Warehouse, sprinklered,  
40,000 square feet. Distribution of Pool Cars. Transfers House-  
hold Goods.

Member of A.W.A.—May. W.A.—S.W.A.

Galveston, Tex., have merged. The business will be  
continued under name of Comet Rice Mills.Templar Oil Products Co., Inc., manufacturer of  
floor-covering cements, has purchased for occupancy a  
parcel, 83 by 100 ft. on 51st St., Brooklyn, 150 ft. south-  
east of First Ave., having a Bush Terminal railroad  
siding, and improved with a modern two-story and  
basement brick factory.Saccone, Speed & Jenny, liquor importers, 303 Park  
Ave., New York, has appointed Frank Schoonmaker &  
Co., Inc., 120 East Oak St., Chicago, as its exclusive  
distributor in the middle west. The appointment repre-  
sents the initial endeavor of the company to make its  
Hankey Bannister liquors available in all parts of the  
country.Louisiana State Rice Milling Co., is building a \$50-  
000 elevator at its Lake Charles, La., mill. It is ex-  
pected the elevator will be ready for use by October of  
this year. The building is being erected separate from  
the present bin system, and will house 36 bins capable  
of storing 50,000 bbls. of rice when completed. Through  
this addition, the storage capacity of the mill will be  
raised to 150,000 bbls. Erection of 2 more warehouses  
is under consideration, which will add another 50,000  
bbls. to the storage capacity.Cook Coffee Co., Cleveland, Ohio, has taken a long-  
term lease at 141-143 Frelinghuysen Ave., Newark,  
N. J., for the processing and packing of coffee and kin-  
dered food products. This will be a major New Jersey  
branch of the company.Pepsi-Cola Bottling Co., is putting into operation its  
new Chicago bottling plant at 63rd St. and Calumet  
Ave., having an annual capacity of more than 1,000,000  
cases.**Mobile Plant for  
Cohune Nuts**Extraction of oil from imported Cohune nuts is  
planned at Mobile, Ala., where a new plant for same  
is now being built. Cargo quantities of these nuts are  
scheduled to arrive at Mobile for processing.The Southern Ports Foreign Freight Committee is  
considering the establishment of import rates on Co-  
hune oil on the same basis as rates applicable on  
Babassu and coconut oils. The committee has been  
requested to amend import tariff 1022, item 100-D, to  
read as follows:"No substitution or alteration of the freight constituting  
shipments originally stored will be permitted except Cohune  
nuts may be crushed while in storage and the import rate  
applied on the outbound shipments of the Cohune oil."This proposed revision is similar to that now author-  
ized in exceptions 1, 2, 3-A, and 3-B, item 154-G, im-  
port tariff 1021-D.

## BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**  
Established 1875 Incorporated 1918**General Storage and Distributing**  
Rail and Water Connection—Private Siding  
Member of A.C.W.—A.W.A.—N.F.W.A.—Agent A.V.L.

## PORTLAND, MAINE

**Atlantic Storage & Warehouse, Inc.**

P. O. Box 784

71 Kennebec Street

Warehousing and Distribution of General  
Merchandise except

goods detrimental to foodstuffs

Modern, fireproof construction

Sprinkler system protection

Insurance rate 16½¢

Free switching with all railroads

Storage in transit privilege on flour, canned  
goods, potatoes, paper and paper bags

Warehouse space for rent, office or desk room

**Los Angeles Shipping  
Tie-Up Relieved**

The tie-up of Los Angeles Harbor shipping, caused by a controversy over the work eligibility of 50 longshoremen, was temporarily relieved at an emergency hearing in the Long Beach Federal Building on Aug. 29, at the conclusion of which Wayne L. Morse, permanent West Coast arbitrator for the United States Department of Labor, issued a temporary back-to-work ruling.

Morse immediately speeded up efforts toward a permanent settlement by holding a general hearing in the San Pedro City Hall on the night of Aug. 29, the first of a series of open sessions which were to be held until the difficulties are adjudicated between the International Longshoremen's and Warehousemen's Union and the Waterfront Employers' Association.

Pending permanent settlement, longshore work at the harbor was resumed at full speed on Aug. 30. Sixteen vessels had already been affected and all cargo operations at the port were threatened with a tieup by Aug. 30, until Morse arrived by airplane from Salt Lake City at 10 a.m. Aug. 29 and immediately opened an emergency hearing in the issue.

Because of its coast-wise ramifications, the controversy constituted an emergency under his jurisdiction, Morse explained in announcing the temporary order, which, he declared, was necessary because economic force must be removed before the arbitrator could proceed. Henry Melnikow, attorney for the I.L.W.U., was authorized to represent the entire Pacific Coast division in the further arbitrations.

Morse directed both sides to work ships in the harbor with men dispatched as usual from union-controlled halls. This included the 50 "penalty" men over whom this latest tieup started. These are the union members whose refusal to pass through a Chinese picket line on May 5 last to work scrap iron on the Japanese freighter Mei Maru resulted in an order from Federal Arbitrator Irvin Stalmaster that they be penalized 1 week's work, starting Aug. 28. The union's insistence that the affected 50 be assigned to work in their regular rotation, despite the penalty, led to the tieup. When 13 longshore gangs were dispatched to nine vessels on Aug. 28, employers announced they found among them 21 of the original 50 who had been penalized. The employers re-

## BALTIMORE, MD.

For Details See Directory Issue  
Distribution and Warehousing**BALTIMORE FIDELITY WAREHOUSE CO.**  
T. E. WITTERS, PresidentBaltimore's Most Modern Merchandise Warehouses  
Rail and Water Facilities  
Pool Car Distribution—Storage—Forwarding  
Private Siding Western Maryland Railway

## BALTIMORE, MD.

Thomas H. Vickery,  
Pres.E. E. Boshmann,  
Sec'y and Mgr.**BALTIMORE STORAGE CO., INC.**

N. W. Cor. Charles and 26th Sts.

MODERN FIREPROOF WAREHOUSE. EVERY FACILITY FOR  
THE HANDLING OF YOUR SHIPMENTS.

Exclusive Agents Maryland and Vicinity for

AERO MAYFLOWER TRANSIT CO.

Vans Coast to Coast

Canada and Mexico

## BALTIMORE, MD.

**CAMDEN WAREHOUSES**Operating Terminal Warehouses on Tracks of  
The Baltimore & Ohio Railroad Co.

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates  
Consign Via Baltimore & Ohio Railroad

## BALTIMORE, MD.

MAIN OFFICE: 400 KEY HIGHWAY

U. S. Customs  
Bonded Draymen**DAVIDSON  
TRANSFER & STORAGE CO.**Household Goods and Merchandise—Storage—Delivery  
—Unloading—Special Flat Bed Trucks for Lift Cases.  
Agents: Allied Van Lines . . . Member N. F. W. A.

## BALTIMORE, MD.

Martin J. Reilly, Pres. A. Bernard Heine, Vice-Pres.

**FIDELITY STORAGE CO.**  
2104-6-8 MARYLAND AVE.

Baltimore's Modern Fireproof Warehouse

Your Clients Efficiently Served

All Collections Promptly Remitted

**MOTOR FREIGHT SERVICE**

Household Goods

Pool Car Distribution

Merchandise

Member of N.F.W.A.—M.F.W.A.—Md.M.T.A.

Agent for Allied Van Lines, Inc.

## BALTIMORE, MD.

**MCCORMICK WAREHOUSE COMPANY**  
LIGHT AND BARRE STREETS, BALTIMORE, MD.

Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&amp;O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service.

## BALTIMORE, MD.

Founded 1893

**TERMINAL WAREHOUSE CO.**Operating four Modern Warehouses on tracks  
of Pennsylvania Railroad Company.

Resources \$750,000

Trucking Storage

Financing Pool Car Distribution

Bonded Space

Represented by  
Associated Warehousemen, Inc.  
New York and ChicagoTRAFFIC  
MANAGERS SAY

"I would like to state also, that your D and W magazine has been very instrumental in our organization here, and a great many of its ideas have been used when some of your articles were used at our meetings. Keep on pushing the cause and if there is any way we of the Missouri Society of Industrial Traffic Managers can influence other Traffic Managers in the Country through the medium of your publication, do not hesitate to let us know."



## BOSTON, MASS.

**SHIPPING TO BOSTON?**

WAREHOUSEMEN AND TRAFFIC EXECUTIVES  
Use our complete facilities for the expert handling of household goods. Modern equipment for lift vans and containers.

**T. G. BUCKLEY COMPANY**, 690 DUDLEY ST., BOSTON  
ESTABLISHED 1880—FIFTY-NINTH YEAR.  
Members—N.F.W.A.,—Mass. F. W. A.,—A.V.L.,—Can. W. A.

## BOSTON, MASS.

**CLARK-REID CO., INC.**

GEO. E. MARTIN, President

**GREATER BOSTON SERVICE**

HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING

OFFICES { 380 Green St., Cambridge  
83 Charles St., Boston

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

## BOSTON, MASS.

**CONGRESS STORES, Inc.**

38 STILLINGS ST.

GENERAL MERCHANDISE STORAGE  
Central Location—Personal Service  
Pool Car Distribution  
Sidings on N. Y., N. H. & H. R. R.

Protected By  
A.D.T. ServiceMember  
Mass. Warehousemen Assn.

## BOSTON, MASS.

Established 1896.

PACKING MOVING

D.W. **DUNN CO.**

STORING SHIPPING

**COMPLETE WAREHOUSING FACILITIES**  
CONTAINER SERVICE

56 Bramfield St. Member May W. A. 3175 Washington St.

## BOSTON, MASS.

CHARLES RIVER STORES  
151 Beverly Street  
Boston and Maine R. R.

ALBANY TERMINAL STORES  
137 Knollwood Street  
Boston and Albany R. R.

DIVISIONS OF

**FITZ WAREHOUSE CORPORATION**  
Successors to Fitz Warehouse & Distributing Co.  
GENERAL MERCHANDISE STORAGE  
Free and Bonded Space -1- Pool Car Service  
Rail and Motor Truck Deliveries to All Points in New England

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PHINX 6-0966 1223 NEWBERRY AVE. MONROE

## BOSTON, MASS.

**Hoosac Storage and Warehouse Company**  
Lechmere Square, East Cambridge, Mass.**FREE AND BONDED STORAGE**

Direct Track Connection B. & M. R. R.  
Lechmere Warehouse, East Cambridge, Mass.  
Hoosac Stores, Hoosac Docks, Charlestown, Mass.  
Warren Bridge Warehouse, Charlestown, Mass.

## BOSTON, MASS.

**MERCHANTS WAREHOUSE CO.**

453 COMMERCIAL STREET

BOSTON, MASS. . . . . CAPITOL 7760

**Free and Bonded Storage**

A. W. A. Union Freight Railroad M. W. A.

## BOSTON, MASS.

**WIGGIN TERMINALS, Inc.**

50 Terminal St. Boston (29) Mass.

**STORAGE**B. & M. R.R.  
Mystic Wharf,  
BostonN. Y., N. H. & H. R.R.  
E. Street Stores  
South Boston

## BOSTON, MASS.

ESTABLISHED 1830

**D. S. WOODBERRY CO.**

P. O. BOX 57, NORTH POSTAL STATION, BOSTON

Largest Pool Car Distribution Specialists for New England

**TRUCKING & STORAGE**

BOSTON &amp; MAINE R.R. SIDING

## FALL RIVER, MASS.

**BOSTON, MASS.**  
**NEW BEDFORD, MASS.**  
**PROVIDENCE, R. I.**  
**NEWPORT, R. I.**

Direct R. R. Siding N. Y., N. H.  
& H. R. R.**Keogh Storage Co.**

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking

TRAFFIC  
MANAGERS SAY

"The writer looks forward each month to reading D and W magazine, and very heartily recommends it to any industrial or commercial organization whether said organization maintains a Traffic Department or not, as there is much subject-matter therein which will prove very enlightening to those progressive individuals who are interested in the great accomplishment of the manufacturing and industrial fields of today."

fused to accept the men, whereupon the entire gang in each case refused work, until 320 were out.

At the Long Beach and San Pedro hearings both sides insisted their versions of the status quo be maintained, the union refusing to recognize Stalmaster's ruling and the employers insisting on the penalty of the 50 men.—Herr.

**British Consul****Tells of Aid for Neutral Trade**

A four-point statement on "contraband control" was made at Philadelphia, Sept. 11, by Frederick Watson, British Consul General, declaring the intention of Great Britain to "use its best endeavors to facilitate innocent neutral trade. Aimed chiefly at vessels calling at British ports, the statement emphasized that neutral trade will be facilitated "so far as consonant with the Kingdom's determination to prevent contraband goods reaching the enemy.

"The Kingdom will be compelled to use its belligerent rights to the full, but it will at all times be ready to consider sympathetically any suggestions put forward by neutral governments to facilitate their bona fide trade."—Lansing.

**Heavy Withdrawals of Sugar**

Sugar "raids" by Philadelphia housewives seeking to lay in a supply since the outbreak of war abroad, on Sept. 11 had caused the withdrawal of 27,500,000 lbs. of raw sugar from Government warehouses. It was stated by customs officials this amount was "very unusual" for 1 day's withdrawals. They compared it with the total of 37,898,239 lbs. taken out from local warehouses since Sept. 1.—Lansing.

**Gulf Rate Cut Wanted at New York**

The Port of New York Authority has filed a brief with the United States Maritime Commission in which it urges the intercoastal steamship lines operating out of New York to secure permission to charge the same freight rate for goods delivered to Pacific Coast ports as is charged by lines out of New Orleans and other Gulf ports.

Shipments of whisky from around Cincinnati and

PITTSFIELD, MASS.

**T. ROBERTS & SONS, INC.**  
Local and Long Distance Furniture Moving

Fireproof Storage Warehouses  
Household Goods Storage — Packing — Shipping  
Merchandise Storage and Distribution  
Pool Car Distribution

DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.

SPRINGFIELD, MASS.

**ATLANTIC STATES WAREHOUSE AND COLD STORAGE CORPORATION**

385 LIBERTY ST.

General Merchandise and Household Goods Storage. Cold Storage for Butter, Eggs, Poultry, Cheese, Meats and Citrus Fruits  
B. & A. Sidings and N. Y., N. H. & H. R. R. and B. & M. R. R.  
Daily Trucking Service to suburbs and towns within a radius of fifty miles.

Member of A.W.A.—M.W.A.

SPRINGFIELD, MASS.

E. C. Mooney, Pres. J. C. Hyland, V-Pres.

**HARTFORD DESPATCH**  
and WAREHOUSE CO., Inc.

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.  
Members: NFWA—AWA—ACW—AVL Agents

SPRINGFIELD, MASS.



**J.J. Sullivan The Mover, Inc.**

Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing, Shipping, Pool Car Distribution of All Kinds  
Fleet of Motor Trucks

Frankfort, Ky., are the cause of the controversy. A rate of \$1.41 per 100 lbs., published last July by lines serving New York and other Atlantic ports to the Pacific met a rate previously announced by Gulf port lines. Then the latter reduced their rates to \$1.31. This lower rate was suspended by the Maritime Commission pending an investigation. Now the Port Authority in its brief describes this suspension as having "appropriately interrupted the progress of a situation which seems to have all the earmarks of a rate war."

The Port Authority declares that it took no position "as to whether the proposed rate of \$1.31 per 100 lbs. from New Orleans is reasonable per se, or is necessary to meet rail competition," and argued that "the steamship lines operating from New York are entitled to meet whatever base rate is approved as reasonable from the Gulf."

"The record, reviewed in the light of the settled law of the case, abundantly and conclusively supports the proposition that the ports under consideration must be accorded substantially equal treatment in the matter of rates on the traffic under consideration. The Gulf respondents have failed to sustain their contentions that rates from the Gulf should be lower than from the Atlantic. If the Commission is satisfied that the \$1.31 rate proposed from the Gulf is not so low as to cast a burden on other traffic, it should be permitted to become effective and the North Atlantic lines should be permitted to reduce their rate to the same level."

**Capital Stock Increased**

The Kentucky Terminal Warehouse Co., Louisville, has received approval of its application for an increase in capital stock from \$10,000 to \$30,000.

DETROIT, MICH.



**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

**Michigan Terminal Warehouse**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

**Central Detroit Warehouse Co.**

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 826  
Chicago, Ill.—53 W. Jackson Blvd.—Room 1010

DETROIT, MICH.

Est. 1935 L. J. McMillan, Gen. Mgr.

**COMMERCIAL WAREHOUSE, INC.**

1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing districts. Private siding 8 car capacity on the Mich. Cent. R. R. U. S. Int. Revenue and Customs bonded pool car distribution. Motor Freight Terminal. Storage and office space for lease. Represented by Distribution Service, Inc.

DETROIT, MICH.

**Henry & Schram Storage & Trucking Company**

"The Warehouse of Service"

MERCHANDISE STORAGE—GENERAL TRUCKING  
CAR LOAD DISTRIBUTION



Private Siding on  
Wabash—Canadian Pacific—Pennsylvania—Pere Marquette Railways  
A.D.T. Aero Automatic Fire Alarm and  
A.D.T. Burglary and Fire Protection  
"Your Interests Are Always Ours"

1941-63 W. Fort Street  
DETROIT, MICHIGAN

DETROIT, MICH.

**HEWSON WAREHOUSE CO., INC.**

803 Lawndale Ave.

GENERAL MERCHANDISE STORAGE

Let us solve your warehouse problems in this section—Specialized Personal Service—We own and operate our own fleet of motor trucks—Distribution.

## DETROIT, MICH.


**GRAND TRUNK WAREHOUSE &  
COLD STORAGE COMPANY, DETROIT, MICH.**

Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New  
Ultra-Modern  
Plant

Trunk Line  
Terminal  
Complete Service

Continent-wide Connections

## DETROIT, MICH.

**John F. Ivory Stge. Co., Inc.**

MOVING—PACKING—SHIPPING  
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

## DETROIT, MICH.

**JEFFERSON  
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

**MERCHANDISE WAREHOUSING  
and DISTRIBUTION**

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

**TRAFFIC  
MANAGERS SAY**

"The writer has been reading D and W for years and as the magazine gets older it becomes more and more necessary to matters of transportation in our business. Your efforts toward placing Traffic Management in a profession and putting it in the sphere where it belongs are certainly commendable."

## DETROIT, MICH.

**LEONARD-DETROIT  
STORAGE CO.**

Established 50 Years

**STORAGE WAREHOUSES  
ALL OVER DETROIT**

Local and Long Distance Removals  
Foreign and Domestic Shipping



Main Office

**2937 East Grand Boulevard**

Telephone Trinity 2-8222

## DETROIT, MICH.

"Located Heart Jobbing District"

**RIVERSIDE STORAGE & CARTAGE CO.**

Cass and Congress Sts., Detroit, Mich.

37 Years' Satisfactory Service

HOUSEHOLD GOODS and MERCHANDISE STORAGE  
MOVING — PACKING — SHIPPING  
PERSONAL SERVICE GUARANTEED

Members A. W. A.—N. F. W. A.

## DETROIT, MICH.

**Completely  
Servicing  
GREATER  
DETROIT**

**United States Warehouse Company**  
1448 WABASH AVE.

**United States Cold Storage Corp.**  
Chicago -- Dallas -- Detroit -- Kansas City.

CHICAGO DALLAS DETROIT KANSAS CITY

## DETROIT, MICH.

Members N. F. W. A.

**Wolverine Storage Company, Inc.**  
11850 E. Jefferson Ave.

**STORAGE and MOVING, PACKING and SHIPPING**

Agent for Allied Van Lines, Inc.



## Waterways and Terminals

(Continued from page 19)

operated into the lakes by Larsson Shipping Co. of Stockholm, have been engaged to take shipments of new model automobiles back to the Baltic. The Larsson organization will have four other vessels coming into the lakes before the close of the season, these also to take shipments of automobiles with pig iron cargo as fill-out.

## Predicts New Records on Lakes

Great Lakes vessel operators are talking in terms of new records they expect to be set this season in the movement of several important commodities. Bituminous coal is being loaded at an average of almost 1,500,000 tons a week, and it is believed that a new all-time record for shipments will be established.

The season's movement of coal is estimated at 37,000,000 tons, 2,000,000 above the first estimate. Present indications point to a 7,000,000-ton ore movement in August which would be the highest for any single month in 2 yrs. Operators now believe ore shipments for the season will aggregate 38,250,000 tons, based on a 5,500,000-ton movement in September, 6,000,000 in October and 3,250,000 in November. Addition of 24 freighters to the active list has brought the number of Great Lakes vessels now in commission to 230, the largest number since October, 1937.

## Seattle Starts New Trans-Pacific Fleet

The S.S. Satartia, now making its maiden trip from Seattle to the Orient, ushers in the new trans-Pacific service of the Pacific Northwest Oriental Line. This is the first vessel flying the American flag that has been sent to the Orient since June, 1938, when such service was interrupted.

Four vessels form the fleet at its inception of service and it is the intention of the port commission and shipping interests in Seattle to increase the size of the fleet.

The Satartia left with a full cargo mainly of lumber, canned commodities, machinery and flour.—Littlejohn.

## Reorganization Sought for Port of New Orleans

Thorough reorganization of the affairs of the Port of New Orleans is urged in a resolution adopted by the Board of Governors of the New Orleans Propeller Club, according to announcement of E. A. Jimison, vice-president. The action is sought in order that the port may be operated more economically and efficiently. The resolution said:

"Publicity resulting from the present Louisiana scandal has caused a loss of business to the citizens of the State, and since it is rumored that political corruption extends into the administration of the affairs of the Port of New Orleans, which is detrimental to the best interest of the port and the maritime industry, the Propeller Club of New Orleans hereby pledges itself to make every effort to promote and develop the American merchant marine and the Port of New Orleans."

## Federal Barge Line Service

According to announcement by H. T. Anderson, general agent at Memphis, Federal Barge Line service on the upper Mississippi River between St. Louis, Minneapolis-St. Paul, on the Illinois River between Chicago and St. Louis and on the Missouri River between St. Louis and Kansas City, will be discontinued as usual during the winter months. This is not a discontinuance of Federal Barge Line service, Mr. Anderson explained. During the winter months traffic originating or destined to given points will continue to be handled in connection with rail carriers and at attractive savings in freight rates.

## GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND DISTRIBUTING SERVICE

## COLUMBIAN STORAGE & TRANSFER CO.

Approximately 75% of All Commercial Storage in Grand Rapids Handled Thru Columbian

Represented by ALLIED DISTRIBUTION INC. CHICAGO  
NEW YORK 11 WEST 42ND ST. PHIL. 6-0060 1525 NEWBERRY AVE. MON.3531

## JACKSON, MICH.

"In Union there is Service"

## UNION TRUCK AND STORAGE CO.

Established 1860

516-522 No. Jackson St. Jackson, Mich.  
Merchandise Storage. Private Siding. Located on N. Y. C. R.R. Tracks. Completely Sprinklered. Low Insurance Rates. Pool Car Distribution. Covered Truck Docks.

Agents Allied Van Lines, Inc.

## LANSING, MICH.

## LANSING STORAGE COMPANY

The only modern fireproof warehouse in Lansing exclusively for household storage.

## RUG-TRUNK-SILVER VAULTS

WE KNOW HOW

440 No. Washington Ave.  
(Member of Allied Van Lines, Inc.)



## SAGINAW, MICH.

## BRANCH HOUSE SERVICE

... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

## CENTRAL-WAREHOUSE CO.

1840 No. Michigan Avenue  
SAGINAW, MICHIGAN

## MINNEAPOLIS, MINN.

## ANCHOR WAREHOUSE, Inc.

BONDED - FIREPROOF WAREHOUSE

Exceptional Facilities—Modern Offices  
Efficient Service, Free Switching from All Railroads  
Ideally located in the heart of the Wholesale and Shipping District  
Offering a complete Warehousing and Distribution Service  
Inquiries Solicited

730-740-750

Washington Ave., North

## MINNEAPOLIS, MINN.

**Kedney**

A.W.A.—N.F.W.A.—Minn. N.W.A.  
STORAGE HOUSEHOLD GOODS  
10 HENNEPIN AVE.

## WAREHOUSE CO.

MERCHANDISE STORAGE, 617 WASHINGTON AVE., NO.

Represented by ALLIED DISTRIBUTION INC. CHICAGO  
NEW YORK 11 WEST 42ND ST. PHIL. 6-0067 1525 NEWBERRY AVE. MON.3531

## MINNEAPOLIS, MINN.

"Leaders in The Northwest"

## MINNEAPOLIS TERMINAL WAREHOUSE CO.

618 Washington Ave., No. Downtown Jobbing District

Storage - Distribution - Trucking

Also Operating

St. Paul Terminal Warehouse Co., St. Paul  
Midway Terminal Warehouse Co., St. Paul



For the convenience of shippers, this section is arranged geographically

## MINNEAPOLIS, MINN.

**Complete Facilities**

- To serve Minneapolis and St. Paul. Only a short distance from the metropolitan section of each city.
- Here is a merchandise warehouse that is U. S. Custom and State Bonded . . .
- Sprinklered throughout . . . Private railroad sidings . . . Store door delivery . . .
- Pool cars distributed . . . Complete motor equipment, including: 15 trucks, 10 tractors and 35 semi-trailers . . .

**NORTHWESTERN TERMINAL CO.**

600 Edison Blvd. Minneapolis  
Member: MINNEAPOLIS N. W. A.

## MINNEAPOLIS, MINN.

**MERCHANDISE STORAGE**

For Distribution Throughout the Entire Northwest  
200,000 Square Feet—Free Switching—Centrally Located  
—Bonded—Fireproof—Milwaukee, Minneapolis, and St. Louis Trackage

100 trucks available for pick up and delivery service.

**UNITED WAREHOUSES, INC.**

708 South Third St. Minneapolis, Minn.

## ROCHESTER, MINN.

903 6th St., N. W.

Phone 5236

**CAREY TRANSFER & STORAGE**

Bonded Warehousemen

Complete Warehouse Facilities for Storage & Distribution

**MERCHANDISE**

Experienced Organization and Equipment for

MOVING, PACKING AND STORING

HOUSEHOLD GOODS

Modern Buildings, Private Siding CGWR Co.

MOTOR TRUCK SERVICE

Assoc. Minn. N.W.A.—Mayflower Warehousemen's Assn.

## ST. PAUL, MINN.

**A COMPLETE WAREHOUSING SERVICE**

Merchandise Storage — Cold Storage

Pool Car Distribution

Industrial Facilities

Situated in the Midway, the center of the Twin City Metropolitan area, the logical warehouse from which the Twin Cities and the Great Northwest can be served from one stock, with utmost speed and economy. No telephone toll charge to either city.

**CENTRAL WAREHOUSE COMPANY**

739 Pillsbury Avenue St. Paul, Minnesota

Phone: Nester 2831



Represented by DISTRIBUTION SERVICE, INC.  
210 E. N. Water St. 100 Broad St. 625 Third St.  
CHICAGO NEW YORK CITY SAN FRANCISCO  
Phone: Superior 7180 Phone: Sutter 3461

BOWLING GREEN 9-0986

## ST. PAUL, MINN.

A. W. A. — N. F. W. A. — Minn. N. W. A.

**Kedney**

**STORAGE**  
**MDSE. & HOUSEHOLD GOODS**  
**WAREHOUSE CO.**  
8th and John Sts.

Represented by  
NEW YORK BILKED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 6-0967 1525 NEWBERRY AVE. MONSIEUR

## ST. PAUL, MINN.

"Leaders in The Northwest"

**MIDWAY TERMINAL WAREHOUSE CO.**

2295 University Ave. — Midway between St. Paul & Minneapolis

Storage - Distribution - Trucking



Also Operating  
St. Paul Terminal Warehouse Co., St. Paul  
Minneapolis Terminal Warehouse Co., Minneapolis



## ST. PAUL, MINN.

"Leaders in The Northwest"

**ST. PAUL TERMINAL WAREHOUSE CO.**

425 E. Eighth St. Downtown Jobbing District

Storage - Distribution - Trucking



Also Operating  
Minneapolis Terminal Warehouse Co., Minneapolis  
Midway Terminal Warehouse Co., St. Paul



## JACKSON, MISS.

**RICKS STORAGE CO.**

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution

**MERCHANDISE**

Experienced Organization and Equipment for  
MOVING, PACKING AND STORING

HOUSEHOLD GOODS

Modern Buildings, Sprinklered, Private Siding ICRR Co.

Low Insurance Rate

MOTOR TRUCK SERVICE

**Baltimore Schedules Changed**

Thus far there has been little disruption at Baltimore to shipping service, except for the changing of schedules to the Baltic and Black Sea, as a result of the European war.

A more formal permit system has been announced by the Transatlantic Associated Freight Conference. It is virtually the same as applied during the World War. All shippers, now, must get a formal signed permit from the shipping lines before their cargo will be accepted on the piers. This permit will be given only after the shipper's export declaration has been approved by the Government.

The immediate effects of President Roosevelt's Neutrality Proclamation have not been ascertained. It is felt there is not likely to be any ill effect. In fact, it is expected that the Baltimore port will become more active. Baltimore's diversity of manufacture and its seaport facilities place it in a strategic commercial position.

Demand for grain, foodstuffs, textiles, metals, chemicals from European nations is expected to help the port of Baltimore. Business to South American ports is expected to increase and Baltimore is expected to get its full share. There are eight lines operating regularly to South America from Baltimore.—*Ignace.*

**More Ship Building**

Contracts for five Government ships have been awarded the Bethlehem Steel Co. shipyards in Baltimore, bringing the concern's backlog of orders to be filled by its Baltimore works to \$17,000,000. The United States Maritime Commission has awarded the company a contract for 10 cargo ships, five of which will be built at Baltimore and the other five at San Francisco.

The Bethlehem concern recently received orders for three cargo ships for the Sea Shipping Co., which operates the Robin Line to South and East Africa.—*Ignace.*

**Cargo Manifests Required**

George S. Peffall, assistant Collector of the Port of Philadelphia, announced on Sept. 11, that no ship may sail without having filed a complete cargo manifest and declaration of export. In the past, vessels have been allowed to sail after finding a partial manifest and a bond that an agent later would file a complete statement. In addition, the Hydrographic Service of the Navy began issuing bulletins to mariners, warning them of mine fields. In fact, shipping circles now are receiving word of new regulations governing sailings with the announcement of a new service to keep all shipping men generally informed on hazards to navigation as the result of war abroad.—*Lansing.*

**Iron, Copper and Zinc Mines a Boon to Great Lakes Shipping**

Although it would have been unbelievable, before the present European war started, that shipping on the Great Lakes would be affected to any extent by that conflict, the news has just been given out that during the first 10 days of September, 15 additional freighters, of the larger type, have been pressed into service on these lakes. The reason for this additional lake traffic

(Continued on page 67)

JEFFERSON CITY, MO.

R. E. Dallmeyer Fred Franken

**COLE MOTOR SERVICE, Inc.**

Central Missouri's only Fireproof Warehouse  
Moving - Packing - Crating - Storage  
Transportation—Warehousing  
Daily freight service to 100 Central Missouri towns South of the  
Missouri River.  
Member of N.F.W.A.—Mo.W.A.—A.V.L.—A.T.A.



JOPLIN, MO.

**SUNFLOWER LINES, INC.**

Successors to Tonnes Transfer & Storage Co.

1027-41 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates

**PACKING—STORAGE—SHIPPING**

KANSAS CITY, MO.

In Kansas City

**it's the A-B-C FIREPROOF WAREHOUSE CO.**

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof Agents  
Constructed Warehouses Allied Van Lines, Inc.

KANSAS CITY, MO.

Merchandise Storage - Low Insurance Rates - Pool Car Distribution - Freight Forwarders and Distributors - Mail or daily motor service to entire Southwest.

MEMBER OF American Chain of Warehouses American Warehousemen's Association - Traffic Club Chamber of Commerce

**ADAMS**  
TRANSFER & STORAGE CO.  
Surrounded by the Wholesale District  
UNION TRUCK TERMINALS  
228 - 236 West Fourth St.

KANSAS CITY, MO.

50TH YEAR

**CENTRAL STORAGE CO.**

Efficient, Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.  
(West 10th Street)

In Center of Wholesale and Freight House District

KANSAS CITY, MO.

Financing

**CROOKS TERMINAL WAREHOUSES**

"Kansas City's Finest Warehouses"

**LOWEST INSURANCE RATES  
BEST RAILROAD FACILITIES  
IN THE HEART OF THE FREIGHT  
HOUSE AND WHOLESALE DISTRICT**

Operating  
Brokers' Warehouse, Security Warehouse, Terminal Warehouse

KANSAS CITY, MO.

**MERCHANDISE WAREHOUSES, Inc.**

St. Louis Ave. & Mulberry St.

Operating 240,000 sq. ft. fireproof sprinkler equipped space; 14-car sidings; insurance rate 10.4; dockage for 30 trucks; free switching, free pickup and delivery to and from freight houses; local, regional and storage-in-transit service; space and offices for rent Field Warehousing. Financing.



KANSAS CITY, MO.

Member—A.W.A.

**W. E. Murray Transfer & Storage Co.**

Pool car distribution - Financing of Stocks  
Modern Fireproof buildings on switch track  
Shipments forwarded without drayage charge

Kansas City's most advantageous warehouse locations

Main Office: 1901 Grand Avenue See Listing for details

Agent, Greyvan Lines, Inc.

KANSAS CITY, MO.

Established 1903

**THE ONLY WAY  
TRANSFER &  
WAREHOUSE CO.**

1400-10 St. Louis Ave.

Two Merchandise Warehouses — Cartage

**POOL CAR  
DISTRIBUTION**  
Our Specialty

KANSAS CITY, MO.

Established 1926

**THE H. H. SMITH STORAGE CO.**

1015-19 Mulberry St.

Merchandise Storage—Drayage—  
Pool Car Distribution

Private sidings U.P. and C.B.&Q. Rys.

ST. LOUIS MO.

Merchandise Storage and Pool Car Distribution.

**RUTGER STREET  
WAREHOUSE, INC.**  
MAIN & RUTGER STS.

200,000 Sq. Feet of Service  
BONDED Low Insurance

Truck Connections with All Rail and River Lines.

Offices:

New York  
Murray Hill 9-7645  
Chicago  
Franklin 6263



ST. LOUIS MO.

**Most modern warehouse set-up in St. Louis**

Lowest Insurance Rates Twenty-five acres of space  
Consolidated freight depot in our building, serving all 15 eastern, western, southwestern trunk lines.

Covered railroad docks, capacity 100 cars daily.  
Spacious truck docks facing wide streets to speed up service locally and beyond.

State and U. S. Custom bonded.

Twenty floors office space in connection.

Our prices comparable with other warehouses in this territory.

Storage available on lease or tariff basis

**ST. LOUIS MART INC.**

Warehouse Division.

12th Blvd. at Spruce St. St. Louis, Mo.

ST. LOUIS, MO.

**"SERVICE THAT EXCELS"**

Six warehouses in metropolitan St. Louis for your distribution.

Our facilities include a warehouse in East St. Louis, Illinois, ideal for serving the large territory on the East Side.

Dock facilities at Warehouse No. 6, located on Mississippi River—Exclusive with us in St. Louis.

Liquor Storage—U. S. Internal Revenue Bonded Warehouse No. 1  
U. S. Customs Bonded and Tax Paid Space under same roof.

Complete Distribution Service—Low Insurance Rates.

Your inquiries will be given prompt attention.

**ST. LOUIS TERMINAL WAREHOUSE CO.**

826 Clark Avenue

St. Louis, Mo.

SEDALIA, MO.

FRANK MIDDLETON, Owner & Mgr.

**Middleton Storage and Moving Co.**

Lamine St. and Mo. Pacific Tracks

Commercial and Household Goods Storage

Pool Car Distribution. Private Lockers

Member of N.F.W.A.—Mo. W.A.—Agent for Allied Van Lines





## MISSOULA, MONT.

**REELY'S**General Storage  
and  
Freight Terminal

Distribution Center for Western Montana

MEMBER OF  
A.W.A.  
N.F.W.A.  
MONT. T. & S. A.  
O.N.F.G. LISTING

Distribution Specialists for 35 Years

## HASTINGS, NEBR.



1876

**BORLEY'S**

1939

Storage &amp; Transfer Co., Inc.

Pool Car Distribution

FIREPROOF

BONDED

STORED OR SHIPPED

## LINCOLN, NEBR.

**UNION TERMINAL WAREHOUSE**

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. &amp; W. annual Directory.

**COMPLETE WAREHOUSING SERVICE**Represented by the American Chain of Warehouses,  
New York City and Chicago, Ill.  
Member of A. W. A.

## OMAHA, NEB.



R. J. MAYER, President

**CENTRAL STORAGE & VAN CO.**

MAIN OFFICE . . . 1101-13 JACKSON ST.

**COMPLETE WAREHOUSING SERVICE**

FIREPROOF WAREHOUSE . . . TRACKAGE . . . MOTOR TRUCKS

## OMAHA, NEB.

**FORD BROS. VAN & STORAGE COMPANY**  
1024 Dodge Street Omaha, Nebraska

Omaha's most modern, centrally located warehouse. Fireproof construction—Fully sprinklered—Low Insurance. Sidings on I.C. R.R. and U.P. R.R. U. S. Customs Bond. General Merchandise—Cold Storage—Household Goods Storage. Also operate modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick deliveries.

Member of N.P.W.A. and A.W.A.

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
81 WEST 42ND ST. PHEN. 6-0948 1525 NEWBERRY AVE. MOULSON

## OMAHA, NEB.

**GORDON**  
Storage  
Warehouse, Inc.**Merchandise and Household Goods**

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

## OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

**KNOWLES STORAGE CO.**

901-911 Davenport St.

MERCHANDISE — HOUSEHOLD GOODS

Complete Warehousing and Distribution Service.

Fireproof Building . . . Trackage . . . Motor Trucks

## MANCHESTER, N. H.

Make Our Warehouse Your Branch Office in  
Complete Service in New Hampshire

NASHUA, N. H.

CONCORD, N. H.

**McLANE & TAYLOR**Bonded Storage Warehouse  
Offices 624 Willow St.General Merchandise Storage & Distribution, Household  
Goods, Storage, Cold Storage, Unexcelled Facilities,  
Pool Car Distribution

Direct R. R. Siding, Boston &amp; Maine R. R.

**Factories on the Move**

(Continued from page 27)

poses. The company is now located at 430 South Eutaw St.—Ignace.

The Goodyear Tire &amp; Rubber Co. will build a new plant for production of mechanical rubber goods at St. Marys, Ohio, which, together with equipment, will represent an investment of about \$1,000,000.

General American Tank Storage &amp; Terminal Co., 50 W. 50th St., New York, plans new asphalt plant at oil storage and distribution terminal on Lafayette St., Carteret, N. J., comprising several buildings with steel tanks and other structures.

Union Carbide &amp; Carbon Corp., New York, has acquired tract of land on Houston ship channel, Texas City, Tex., and will use as site for new branch plant, consisting of one and multi-story units, with powerhouse, machineshop and other mechanical structures. It is understood that part of new plant will be used for plastic manufacture, utilizing petroleum gases from refinery of Pan-American Petroleum &amp; Transport Co., on neighboring site. Work is scheduled to begin early next year.

National Biscuit Co., New York, has let general contract for new two-story factory branch, storage and distributing plant at Oakland, Cal.

Polk Co., Haines City, Fla., citrus fruit canner, plans new branch canning plant on 5-acre tract of land near Columbus Drive, Tampa, Fla., consisting of several one-story units, with powerhouse and other mechanical departments.

Murray Corp. of America, Inc., 7700 Russell St., Detroit, has leased industrial property at Belding, Mich., heretofore known as White mill building, used as a silk mill, and will remodel and equip for new branch plant for production of steel springs for automobile seats and kindred products. It is scheduled to be ready for service by close of year. Equipment and facilities will be installed for employment of about 250 persons.

Standard Oil Co. of Ind., Inc., 910 So. Michigan Ave., Chicago, plans new bulk oil storage and distributing plant at Milwaukee, comprising several one-story buildings, steel storage tanks with capacity of about 900,000 gals., pumping station and other structures.

Martin &amp; Schwartz, Inc., 2933 Main St., Buffalo, N. Y., manufacturer of gasoline pumps and parts, is completing erection of one-story building on Mill St., Salisbury, Md., and will occupy for new plant. Present works will be removed to new location, where production will be concentrated in future. Facilities will be provided for average output of 700 pumping units per month.

Eastman Kodak Co., Kodak Park, Rochester, N. Y., will take bids soon on general contract for new three-

HACKENSACK, N. J.

RUTHERFORD, N. J.

**GEO. B. HOLMAN & CO., Inc.**

STORAGE - SHIPPING - PACKING

HOUSEHOLD GOODS  
Most Modern Equipment in North Jersey  
Motor Vans for Local and Long Distance Moving  
Operating Holman Warehouses  
Members N. J. F. W. A. and N. F. W. A.  
Agent: Allied Van Lines, Inc.

HOBOKEN, N. J.

**HOBOKEN DOCK CO.**

General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution  
Piers—Railroad Sidings—Factory Space  
Correspondence Invited

NEWARK, N. J.

MEMBER: N.J.F.W.A. and N.F.W.A.

PACKING! MOVING! STORAGE!

—dependable since 1860—

**KNICKERBOCKER**

STORAGE WAREHOUSE COMPANY

96 to 106 ARLINGTON STREET

74 to 76 SHIPMAN STREET

Wm. R. Mulligan, Pres.

James E. Mulligan, Sec'y and Mgr.

story and basement branch plant, on Prairie Ave., near 17th St., Chicago.

C. R. Gibson & Co., 118 E. 16th St., New York, lithographers and printers, will ask bids soon on general contract for new plant on Knight St., Norwalk, Conn.

Shell Oil Co., Inc., Shell Bldg., St. Louis, plans new natural gas plant in vicinity of Midland, Tex., with capacity for handling 30,000,000 cu. ft. of natural gas per day, compressor plant, pumping station, steel tank storage and distributing facilities.

Airplane & Marine Direction Finder Corp., Lindenhurst, N. Y., manufacturer of aircraft and other precision instruments and parts has taken over property at Clearfield, Pa., for new plant, and will remove present works to that location at an early date, increasing capacity. Facilities will be provided for about 85 operatives.

Diesel Products Co., Muskegon, Mich., recently organized, is arranging for early establishment of new local plant for production of a fuel injection pump for Diesel engine service, with facilities for parts production and assembling.

Wishnick-Tumpeier, Inc., 295 Madison Ave., New York, manufacturer of industrial chemicals, oils, etc., has acquired property at 51st St. & Merrimac Ave., Stickney, near Chicago, for new branch refinery for asphalt and oil production.

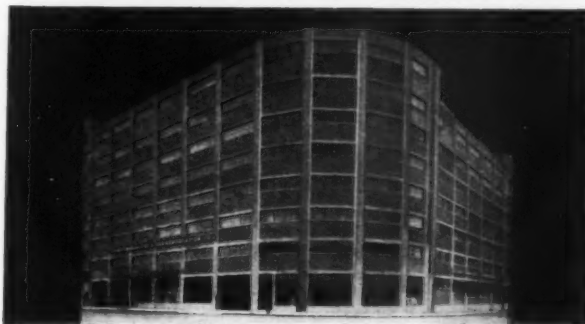
Anderson Chemical Sales Corp., 25-12 Forty-first Ave., Long Island City, New York, industrial chemicals, has leased space in building at 22-14 Fortieth Ave., for plant, removing work from present location and increasing capacity.

Luria Steel & Trading Corp., 233 Broadway, New York, has organized Builders' Steel Products Corp., a subsidiary, to specialize in distribution of steel products for building service. New company has leased space in building at 310 Twelfth St., Jersey City, N. J., for storage and distributing plant.

Wackman Welded Ware Co., 2412 So. Seventh St., St. Louis, steel barrels, drums, etc., has begun work

NEWARK, N. J.

**"KEEP UP WITH THE MODERN DAY  
... DISTRIBUTE THE LEHIGH WAY"**



"LEHIGH WAREHOUSE offers an all-inclusive responsibility for complete distribution within this vast industrial area of 26,000,000 people. Twenty years serving the largest nationally known manufacturers proves a sound, progressive organization of distribution specialists."

## FACILITIES

NEWARK—MAIN OFFICE—91-108 FRELINGHUYSEN AVE.—230,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchman; Ins. rate, 6c up to 10.2c. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 10 cars. Sheltered motor plat.; Cap., 20 trucks.

ELIZABETH—BRANCH—829 NEWARK AVE.—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchmen; Ins. rate, 8c up to 16.7c. Siding on Penn. R.R. Cap., 30 cars. Sheltered motor plat.; Cap., 30 trucks.

SERVICE FEATURES—Bonded; Licensed, U.S. Whs. Act; U.S. Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car distributors. Motor terminal and transport services: Company operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.



Established 1919

## LEHIGH WAREHOUSE

AND TRANSPORTATION CO., INC.

NEWARK, N. J.

**Newark Central Warehouse Co.**

General Offices:

110 Edison Place, Newark, N. J.

In the heart of Newark—serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

**POOL CAR DISTRIBUTION**

Member of N.J.M.W.A.

Represented by

NEW YORK

ALLIED DISTRIBUTION INC.

CHICAGO

11 WEST 42ND ST. PENN. 6-0966

1525 NEWBERRY AVE. MON.3531

TRENTON, N. J.

**MANNING'S WAREHOUSE CORPORATION****FIREPROOF STORAGE**

Offices: 28 Bank St.

Household Goods Storage, Packing and Shipping.  
General Merchandise Storage and Distribution, Pool Cars Distributed  
Ship via Pa. R.R. or Reading R.R.

TRAFFIC  
MANAGERS SAY

"I am greatly interested in the organization of an Institute of Traffic Management. I hope that you will keep the good work up, and that our efforts will bring about, along with the others, a realization of such an Institute as is proposed."

## ALBUQUERQUE, N. M.

**DON'T MOVE**

Until You Get An Estimate From  
**DALTON TRANSFER AND STORAGE COMPANY**  
 115 S. John St. Phone 398  
 Members Southwest Wh. Ass'n—Mayflower Wh. Ass'n.

## ALBUQUERQUE, N. M.

**SPRINGER TRANSFER COMPANY, INC.**  
**ALBUQUERQUE**

Operating the Only Fireproof Storage Warehouse  
 in New Mexico

Complete and efficient service in distribution, delivery  
 or storage of general merchandise or furniture.  
 Member of N.F.W.A.—A.W.A.

## ALBANY, N. Y.

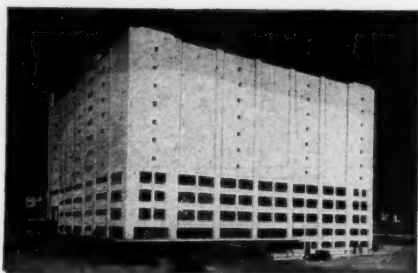
**Albany Terminal & Security Warehouse Co., Inc.**

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member { American Chain of Warehouses  
 American Warehousemen's Association

## ALBANY, N. Y.


**CENTRAL WAREHOUSE CORPORATION**

Colonie and Montgomery Sts., Albany, N. Y.

Telephone 3-4101

## ALBANY, N. Y.

**JOHN VOGEL Inc.**

FIREPROOF WAREHOUSES  
 OFFICES, 11 PRUYN ST.

HOUSEHOLD GOODS - STORAGE AND SHIPPING.  
 FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS  
 POOL CAR DISTRIBUTION OF MERCHANDISE  
 YOUR ALBANY SHIPMENTS CAREFULLY HANDLED  
 Collections promptly remitted

## BROOKLYN, N. Y.

**BOWNE-MORTON'S STORES, INC.**

RIVERFRONT WAREHOUSES

411 SMITH ST. (on Gowanus Canal) Tel. CUMberland 6-4680

FREE AND BONDED WAREHOUSES

Licensed by Cocoa, Rubber and Metal Exchanges

N. Y. City Office: 57 Front St. Tel. BOWling Green 9-0780

DISTRIBUTION BY BROOKHATTAN TRUCKING CO., Inc.  
 57-59 Front St., N. Y. City, N. Y.

## BROOKLYN, N. Y.

Within the Lighterage Limits of New York Harbor

**GREENPOINT TERMINAL CORPORATION**

FREE AND BONDED WAREHOUSES  
 STEAMSHIP PIERS

Fronting on East River, Foot of Greenpoint Ave., Milton, Noble and Oak Sts. Lowest storage, cartage, labor, lighterage and wharfage. Rates quoted on request.

MILTON AND WEST STREETS, BROOKLYN, NEW YORK

on branch plant in Goosport district, Lake Charles, La., where tract has been secured. It will comprise 3 one-story units for main manufacturing, raw material storage and distribution and finished storage respectively, all connected by overhead conveyor system and floor level runways. Powerhouse will also be built.

Diamond Portland Cement Co., Middle Branch, Ohio, has asked bids on general contract for one-story building at North Canton, Ohio, for storage and distribution.

Gordon Baking Co., 2303 East Vernor Ave., Detroit, has acquired tract at Sturgis, Mich., for new one-story plant for construction of truck bodies for company motor cars, including parts and assembling departments. A repair and overhaul division will be installed. Present plants at Detroit and Chicago will be removed to new location where operations for work noted will be concentrated.

Rath Packing Co., 1600 Sycamore St., Waterloo, La., meat packer, will take bids soon on general contract for one-story branch plant at Decatur, Ill.

Northam Warren Corp., one of the pioneers in the development of American export trade in the cosmetic field, plans to move its plant from its present location in New York City to Stamford, Conn. Much of its manufacturing for sales in foreign countries is done in branch plants in 32 foreign countries.

Frank Tea & Spice Co., Cincinnati, has purchased the Widlar spice division of Standard Brands, Inc., and will move all equipment to Cincinnati. The Widlar spice division has a plant in Cleveland.

Mathieson Alkali Works, Inc., 60 E. 42nd St., New York, has construction under way on new plant at Lake Charles, La., for production of synthetic salt cake (sodium sulphate), operated as a division of present caustic soda and soda sub-manufacturing works at that location.

Reynolds Metal Co., Inc., 539 W. 25th St., New York, metal foils and allied products, has leased about 20,000 sq. ft. of floorspace in building at 210 Twelve St., Jersey City, N. J., for new branch storage and distributing plant.

Sterilized Soda Water Co., 415 So. Wyoming Ave., Scranton, Pa., plans one-story mechanical-bottling plant on Scranton-Pocono Highway, near city.

McKenna Brass & Mfg. Co., Susquehanna St., Millersburg, Pa., brass and copper products, is negotiating for purchase of plant and business of Joseph Reid Gas Engine Co., Oil City, Pa., operating under receivership. A consideration stated at \$382,000 will be given for the property, which will be improved and continued in operation by purchasing company.

Reliable Barrel Co., 1443 E. 40th St., Cleveland, steel barrels, drums, etc., has leased property for new plant at Grant Ave. & E. 49th St., consisting of about 1½ acres, improved with one-story building. Present works at address first noted will be removed to new location and capacity increased. Company will continue operation of other local plant at 2370 E. 67th St., as heretofore.

Brack Container Corp., Rochester, N. Y., manufacturer of corrugated shipping boxes, has been acquired by Fort Wayne Corrugated Paper Co., Fort Wayne, Ind., it is announced.

Avon Products, Inc., a subsidiary of Allied Products.  
 (Concluded on page 66)



**BROOKLYN, N. Y.**

**LEHIGH WAREHOUSE & TRANSPORTATION COMPANY, INC.**

Albert B. Drake, President  
 Established 1918  
**BROOKLYN WAREHOUSE** — 184-198 Kent Avenue, Brooklyn, N. Y.  
 250,000 square feet reinforced concrete and steel construction. Floor load 250 lbs.  
 sprinkler system A.D.T. Watchman. Insurance rate 8.6%. Private siding  
 R.E.D.T.R. switching to and from all lines entering N. Y. Harbor. Capacity  
 40 cars. Motor truck platform capacity 20 trucks.  
 SERVICE FEATURES—U. S. Customs Bonded. Pool car distributors. Motor  
 Terminal and transport service; fleet of motor trucks serving metropolitan area  
 daily—Licensed and bonded trucks maintained to transport liquors and imported  
 merchandise. Dry storage and temperature controlled rooms. Dock facilities for  
 lifters and barges. See Newark, New Jersey for additional facilities.

**BROOKLYN, N. Y.**

Established 1860



**Peter F. Keilly's**

**Fireproof Warehouses**

491-501 Bergen St.

"First Moving Vans in America"

Modern Depository for the Storage of Household Goods

**BROOKLYN, N. Y.**

When you use

So. 11th St. Warehouse in Brooklyn

you have Waterfront, Free Lighterage, the use of all Rail and Water facilities, Sprinkler System, Low Insurance, A. D. T. Supervision. With an All Dependable WAREHOUSE SERVICE.

**SOUTH ELEVENTH STREET WAREHOUSE CORPORATION**

480 KENT AVENUE, BROOKLYN, N. Y.

Member A.W.A. WAREHOUSE ASS'N PT. N.Y.

**BUFFALO, N. Y.**

**GENERAL MERCHANDISE STORAGE—DISTRIBUTION**

RAIL-LAKE-CANAL  
 TERMINALS

INTERIOR WAREHOUSES  
 100% HEATED—SPRINKLERED

600,000 SQUARE FEET

80 CAR SIDINGS

ERIE—NYC—BFLO CREEK RR

STEVEDORE  
 CONTRACTORS

HEATED SPACE  
 OFFICES—MANUFACTURING

**BUFFALO FREIGHT TERMINAL WAREHOUSE CO.**

1504 Liberty Bank Building

BUFFALO, NEW YORK

**BUFFALO, N. Y.**

(Agents for Allied Van Lines, Inc.)

**Fred F. Dye Fireproof Warehouse, Inc.**

1661-1669 Main St.

OUR WAREHOUSES ALL FIREPROOF

Household Goods—General Merchandise—Regular Trips—

Buffalo and New York City

Members B.W.A.—N.F.W.A.

**BUFFALO, N. Y.**

**Economical Storage and Shipping**

**KEYSTONE WAREHOUSE CO.**

SENECA AND HAMBURG STREETS, BUFFALO, N. Y.

Served by Great Lakes Transit Corp. Steamers,

N. Y. Barge Canal Lines and all R.R.'s.

Capacity 50 cars daily. Pool car distribution.

One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

TRAFFIC  
 MANAGERS SAY

"You should have the whole-hearted gratitude of all Traffic Men for having taken hold of this project in such an efficient and effective manner."

**BUFFALO, N. Y.**

**Knowlton Warehouse Co.**

50 Mississippi Street, Buffalo, N. Y.

**POOL CAR DISTRIBUTION  
 MERCHANDISE STORAGE  
 PRIVATE SIDING**

**BUFFALO, N. Y.**

Let us care for your needs in Buffalo

**LARKIN WAREHOUSE INC.**

BUFFALO, N. Y.

Specializes in handling pool cars. Lowest insurance rates. Stores autos and general merchandise. No cartage on railroad shipments.

GOVERNMENT BONDED WAREHOUSE

For further information write J. E. Wilson, Traffic Manager

Represented by  
 NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
 11 WEST 42ND ST. PENN. 4-0968 1535 NEWBERRY AVE. MON.5531

**BUFFALO, N. Y.**

**LEDERER  
 TERMINALS**

... HAVE SOMETHING IN STORE for you ...

LOCATED IN NIAGARA FRONTIER FOOD TERMINAL

**BUFFALO, N. Y.**



**LEONARD WAREHOUSES**

Member  
 B.W.A.—  
 Mayflower  
 W.A.

Offices—163 Georgia St.

Household Furniture—Storage and Removals—  
 Local, Long Distance — Special Storage and  
 Handling of Electrical Appliances for Merchandising Purposes.

**BUFFALO, N. Y.**

"SALES MINDED"

**THE MARKET TERMINAL WAREHOUSE**

Schoellkopf & Co., Inc.

102 Perry St.

General Merchandise Storage and Distribution  
 Private Sidings, Lehigh Valley and all Railroads  
 Represented by Associated Warehouses, Inc.  
 New York and Chicago

**BUFFALO, N. Y.**

**GENERAL MERCHANDISE—COLD STORAGE WAREHOUSE**

Cargo-Handling  
 Rail-Lake and Barge  
 Terminal  
 96 Car Track  
 Capacity  
 1500 Feet Private  
 Dock



Financing—  
 Distribution  
 Auto Dealers  
 Warehousing  
 Service  
 Office and  
 Factory Space

**TERMINALS & TRANSPORTATION CORPORATION**

275 FUHRMANN BLVD. BUFFALO, N. Y.

**ELMIRA, N. Y.**

**A. C. RICE STORAGE CORP.**

2—WAREHOUSES—2

MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service



MEMBER  
 AWA—NFWA—ALLIED VAN LINES

For the convenience of shippers, this section is arranged geographically

## FLUSHING, L. I., N. Y.

Established 1900

At the Gateway to the World's Fair

## Flushing Storage Warehouse Co., Inc.

Offices 135-24-26-28 39th Avenue, Flushing, N. Y.



## Fireproof Warehouses

Moving, Packing, Storing and Shipping of Household Goods. 16 blocks from the World's Fair Corona Freight Station, serving Jackson Heights, Elmhurst, Corona, Whitestone, College Point, Bayside, Douglaston, Great Neck, Little Neck, Fort Washington, Manhasset.

Members of the A.V.L.—N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

## FOREST HILLS, L. I., N. Y.

MEMBER



## Forest Hills Fireproof Storage

Austin St. and Herrick Ave.

Storage and Shipping of Household Goods Exclusively

Serving Forest Hills, Elmhurst, Kew Gardens, Richmond Hill, Jackson Heights.

## HEMPSTEAD, N. Y.

Harry W. Wastle—Vice Pres. &amp; Gen. Mgr.

**We solicit your patronage for the following towns:**

FREEPORT GLEN HEAD

LYNDROOK BAYSHORE

ROSLYN PORT WASHINGTON

HICKSVILLE ROCKVILLE CENTER

MINEOLA SEA CLIFF

WESTBURY LONG BEACH

GLEN COVE MERRICK

AMITYVILLE VALLEY STREAM

NEW HYDE PARK

OYSTER BAY

WHEATLEY HILLS

GARDEN CITY

BALDWIN

ROOSEVELT

PLANDOME

## HEMPSTEAD STORAGE CORPORATION

237 MAIN STREET, HEMPSTEAD, L. I., N. Y.

## JACKSON HEIGHTS, L. I., N. Y.

FOREST HILLS, L. I.

FLUSHING, L. I.

GREAT NECK, L. I.

JAMAICA, L. I.

KEW GARDENS L. I.

RICHMOND HILL, L. I.

Agent for Allied Van Lines, Inc.

## FRED G. KELLEY INC.

## Fireproof Storage Warehouse

37-60 81st ST., JACKSON HEIGHT

HOUSEHOLD GOODS : STORAGE

PACKING : SHIPPING

POOL CAR DISTRIBUTION

Members: N.F.W.A., N.Y.F.W.A. and N.Y.S.W.A.



1939

OUR 30th YEAR

## JAMAICA STORAGE WAREHOUSE COMPANY

170th ST. at L.I.R.R.

JAMAICA, N. Y.

## JAMAICA, L. I., N. Y.

At the WORLDS FAIR Gateway

## QUEENSBORO STORAGE

FIREPROOF WAREHOUSE—VAN SERVICE—PACKING  
Heavy Hauling Rigging & Hoisting

VAN WYCK BLVD. AT 94th AVE.

For World's Fair and all Long Island points, use our Storage—Distribution & Hauling Facilities For Household Goods, Machinery, Exhibits, Cased Goods, Etc.  
Ship via P.R.R. to Jamaica Station Member N.Y. & N.F.W.A.

## KEW GARDENS, L. I., N. Y.

Telephones, Richmond Hill 2-2871, Republic 9-1400

## Kew Gardens Storage Warehouse, Inc.

Motor Vans, Packing, Shipping

Fireproof Storage Warehouse

9330 Van Wyck Boulevard at Atlantic Ave.  
Richmond Hill, N. Y.

## NEW ROCHELLE, N. Y.

Moving, Packing Storing, Shipping

MEMBER



## O'Brien's Fireproof Storage Warehouse, Inc.

Packers and Shippers of Fine Furniture and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White Plains, Scarsdale, Hartsdale. Send B/L to us at New Rochelle.

## Factories on the Move

(Concluded from page 64)

Inc., both with headquarters in New York, has leased the property at 2821 E. Olympic Blvd., Los Angeles, Cal., for a period of 5 yrs. The one-story brick and concrete structure, containing 20,000 sq. ft. of floor-space, will be used for warehousing and general office. Allied Products, Inc., is the manufacturing unit for Avon cosmetics and toiletries. The locating of the company's Pacific Coast headquarters in Los Angeles will result in the moving of 20 families from the East to reside there.—Brouthers.

Goodyear Tire & Rubber Co. has leased 80,000 sq. ft. of warehouse space from Newark Tidewater Terminal, Inc., Port Newark, and will establish an automobile tire repair and distribution center there. Tires and material will be shipped from Akron to Port Newark by rail, and distributed by truck to dealers in New Jersey, Penna., Conn. and New York. The company also will operate a tire re-treading business at the warehouse, and between 50 and 100 men will be employed at the plant. Newark will become one of the major tire distribution centers after the Goodyear Co. moves in. The Firestone Tire & Rubber Co. already has 60,000 sq. ft. in the Tidewater Terminals concession.—Jones.

## Rate Quiz Ordered For Two Barge Lines

Investigation, looking toward regulation of rates, of inland waterway carriers operating on the Mississippi River system has been ordered by the Maritime Commission.

The probe, directed at the Mississippi Valley Barge Line Co. and the Inland Waterways Corp. operating the Federal Barge Line, will cover "facts concerning the status" of the carriers and the lawfulness of their rates, rules and regulations applicable on alcoholic liquors from various ports they serve to New Orleans, when destined to Pacific Coast ports. The investigation will seek to establish whether the commission will order the lines to comply with its tariff regulations.

In its order, the Commission said that it appeared that the two large lines have in effect class and commodity rates and rules and regulations covering transportation of cargo between various points in their lines and New Orleans for application on cargo originating at or destined to Pacific Coast ports in connection with rates of intercoastal common carriers operating between New Orleans and the Pacific Coast.

It was explained that from the information before the commission it appeared that the lines are "common carriers by water in interstate commerce within the meaning of Sec. 1 of the Shipping Act, 1916 as amended."

## Waterways and Terminals

(Continued from page 60)

is a substantial increase in shipment of iron ore and other products that go into steel production, going through the Sault Ste. Marie locks. This sudden increase in shipping capacity is attributed to the stepping up of steel production  $1\frac{1}{2}$  to more than 60 per cent.

It is reported that the ore shipments by boat on the Great Lakes have already exceeded the entire total for 1938. Up to Sept. 8, the total tonnage of ore shipments was given as 23,311,300, as compared with 20,046,827 for the entire year 1938, so that this will be a banner year for the boats on the Great Lakes as more than 70 per cent of the freight reported as going through the Sault locks during the first 10 days of September this year is said to consist of iron ore. Although some of the ore fleet has been idle at this time of the year, the first week of September found 245 of the 302 vessels in operation.

The usual cargo at this time of the year on the Great Lakes is wheat and other grains, and these are taking second place this year, to make room for iron ore on lake ships, although, with a record wheat crop, it was expected that this grain would command the capacity of lake boats for some time this late summer and early fall. At this writing only about  $2\frac{1}{2}$  months of lake shipping remain, if the season, so far as shipping weather is concerned, is a normal one, and the 1937 season, which was one of the best for lake shipping since the depression started, will go into second place so far as tonnage is concerned.

In northern Wisconsin, in the ports from which the great cargoes of iron ore are loaded on lake steamers, double the tonnage is reported as compared with that of the same period a year ago. So far this shipping season in the Gogebic range district, in which the major iron mines are located, the tonnage has risen to 2,972,869 tons. On the other hand, a sudden drop in tonnage is reported from Escanaba, Mich., indicating that the iron mine district is getting first chance at moving its product via lake routes, as the Lake Superior ports have a shorter shipping season and it behooves the shippers in those lake ports to get their cargoes on the boats while the boats can move safely.

However, as Escanaba is in the copper country, from which lake shipments can be made later in the year than from Lake Superior ports, considerable activity is expected, in view of the importance of copper in war times. Shipments during the past few weeks from Escanaba have been heavier than for any similar period since 1929, August showing a total of about 466,000 tons of copper. With that product selling for about  $12\frac{1}{2}$  cents a pound at this writing, this somewhat depressed industry is seeing a great revival, with lake shipping benefitting accordingly.

Mining and shipping in Wisconsin are seeing such a good prospect for the immediate future that a new mine is to be opened in northwestern Wisconsin, near Cuba City and other abandoned mines are expected to be reopened. This will mean a good demand for rolling stock, to carry the product to the lake ports, or all the way by rail.—Hubel.

### Oxnard Harbor Improvements

Started in January last, construction work on the first unit of the \$1,750,000 Oxnard Harbor at Hueneme, Cal., was 50 per cent complete on Sept. 1. Under construction are a 950-ft. breakwater, wharf revetments and sea walls along the harbor channel.

Building of the harbor at Hueneme completes a cycle begun more than 40 yrs. ago. Hueneme, in the nineties, was a flourishing community with expanding shipping facilities. In 1899 the American Crystal Sugar Co. built a sugar factory on the plains where Oxnard now stands

### NEW YORK, N. Y.

A National System of Warehousing  
40 Warehouses 40 Cities

Represented by ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE. MON.5331

### NEW YORK, N. Y.

## BUSH TERMINAL

Gen. Offices 100 Broad St., New York City

Warehousing—Distribution—Manufacturing Facilities  
Cold Storage—Fumigation

SHIP-SIDE, RAIL-SIDE, MOTOR TRUCK

### NEW YORK, N. Y.

FIREPROOF WAREHOUSES



Day & Meyer  
Murray & Young Corp.

PORTOVAULT  
STEEL VAULT STORAGE

1166 SECOND AVE., NEW YORK

### NEW YORK, N. Y.

## DAYTON STORAGE CO., Inc.

Fireproof Warehouses

Modern Equipment

Lift Van Service



Centrally Located  
Consign Shipments  
To Us

Prompt Remittances  
1317 Westchester Ave.

### NEW YORK, N. Y.

Fireproof Storage Warehouses

## Dunham & Reid Inc.

The storing, packing, moving and shipping of Household Goods and Art objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low insurance rates. Prompt remittances. Located in the heart of New York.

216-218 East 47th Street New York City  
Members of N. F. W. A., N. Y. F. W. A., V. O. A.

### NEW YORK, N. Y.

SERVICE—EFFICIENCY—CLEANLINESS

## L. & F. STORES, INC.

GENERAL STORAGE WAREHOUSES  
15-17-19 WORTH ST.

Merchandise Distribution

LOUIS MAURO

Bonded Truckmen and Forwarders

Phone Walker 5-9252

### NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding  
from an Ultra-Modern Free and Bonded  
Warehouse.

### IDEALLY LOCATED

IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers  
and The Holland and Lincoln Tunnels

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

## MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.  
601 West 26th St., N. Y. C.



NEW YORK, N. Y.

AN ASSOCIATED

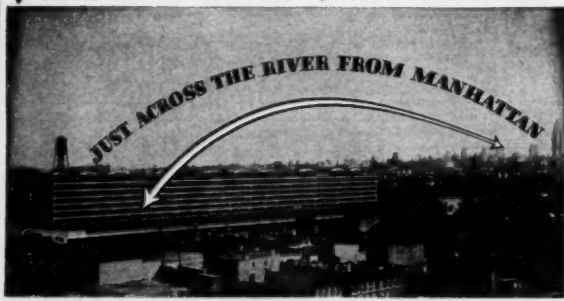
**LACKAWANNA****TERMINAL WAREHOUSES, INC.**

(Two blocks from Tunnel Plaza)

**JERSEY CITY, N. J.****SUPERIOR DISTRIBUTION SERVICE**

Stocks carried in this warehouse are within 24 hours of your customer located in any principal point between Washington, D. C. and Boston, Mass. Rail siding on D. L. & W. R. R. - L. C. L. Freight and Steamboat Station in same building. Local and Long Distance Motor Truck Service. Minimum Fire Insurance... No tax on General Storage commodities... Pool Cars Distributed U. S. Custom Bond

Write for circular and specific information



Capital over \$2,000,000

**LINCOLN**WAREHOUSE CORPORATION  
SAFE DEPOSIT COMPANYFOR  
OVER  
A  
HALF  
CENTURY**STORAGE  
MOVING  
PACKING  
SHIPPING****Lift Van shipments to all parts of the world  
Pool Car Distributors**

HOUSEHOLD FURNISHINGS  
WORKS OF ART, COLLECTIONS, LIBRARIES  
SILVERWARE  
SAFE DEPOSIT BOXES FOR JEWELRY AND VALUABLES  
PIANOS  
CARPETS AND RUGS  
AUTOMOBILES  
COLD STORAGE OF FURS, TAPESTRIES, LINENS, WOOLENS,  
DRAPERIES

THIRD AVENUE, BETWEEN 69th and 70th STREETS  
NEW YORK CITY

Telephone WHittier 4-6121

NEW YORK, N. Y.

**THE NATIONAL COLD STORAGE CO., INC.**Operating Warehouses for Storage of Perishable Food Products  
**DISTRIBUTION FACILITIES—BONDED AND FREE**

Brooklyn Warehouse Adjacent to Pier and Wharf Accommodations

BROOKLYN, 66 Furman St.

JERSEY CITY, 176 Ninth St.

Fulton Terminal—N. Y. Dock Railway

Erie Railroad—Storage-In-Transit

General Offices: 19 HUDSON ST., NEW YORK. Walker 5-4743

NEW YORK, N. Y.

**NEW YORK DOCK COMPANY**

Executive Offices—44 Whitehall St., New York, N. Y.

**WAREHOUSES****STEAMSHIP FACILITIES****FACTORY SPACE****RAILROAD CONNECTIONS**Licensed by Cocoa, Cotton, Coffee & Sugar, Metal  
and Rubber Exchanges

Member: A.W.A., W.A.P.N.Y., N.Y.S.W.A., N.Y.W.W.T.

and named the settlement of plant employees "Oxnard," after a company official. The sugar business was good, business boomed and jobs were plentiful in Oxnard. The result was that the citizens of Hueneme moved, lock, stock and barrel, to Oxnard. Today Oxnard is reviving the location of its earlier rival by extensive harbor improvements.—Herr.

**Freighter Speed Mark****Set by Commission Ship**

Promising great advances for Philadelphia shipping, the Maritime Commission's new freighter, "Challenge," recently hauled in at Pier 98, South, in that city, after traveling 3,300 miles in 9 days and 7 hours. The vessel, of steam turbine construction, averaged 15 knots for the round trip, with a cargo of 1,000 tons, setting what is thought to be a freighter speed record, although, of course, passenger ships travel faster. Her captain is W. T. F. George.—Lansing.

**Barge-Truck Service to****The Dalles**

A barge-truck service on the Columbia River from Portland, Ore., to The Dalles and, later, Umatilla, has been started by the Shaver Forwarding Co., Portland.

The rates call for use of Shaver tugboats in conjunction with trucks operated by Consolidated Freightways, Inc.; Inland Motor Freight, Inc.; Chaney Freight Lines, Inc.; Portland-Pendleton Motor Line; Spokane-Pacific Line; The Dalles Freight Line; Sunrise Trail, Inc.; and the G. F. Owens & Sons Truck Line.

L.c.l. commodity rates will take a minimum of \$2.50 to river points. Minimums of from 20,000 to 40,000 lbs. will apply on joint rates. No class rates are published.

Inland Empire points affected by the tariff (Local, Joint and Export Freight Tariff No. 3) are Ellensburg, Grand Coulee, Spokane, Couer d'Alene, Lewiston, Moscow, Boise, Burns, Bend and all intermediate points.

The company has three covered barges and two open ones available. Rates will apply from all docks at Portland available to river vessels, although a central docking place has not been designated as yet. Barges will leave Portland Thursday night and arrive at The Dalles on Friday. Return trip will be made during the weekend.

**Nicholson Promotes Hewitt, Jr.**

Fred L. Hewitt, Jr., Buffalo district manager for the Nicholson-Universal Steamship Co. since 1934, has been named vice-president and general manager of the line with headquarters in Detroit. Hewitt started with

(Continued on page 85)

NEW YORK, N. Y.



## SANTINI BROS., INC.

Serving Greater New York and All Points in Westchester County

**MOVERS—PACKERS—SHIPPERS**

General Offices: 1405-11 Jerome Ave.—Tel.: JEROME 6-6000

Four Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

# STARRETT-LEHIGH BUILDING



**Outstanding** as its dominance over New York's West Side midtown skyline, the STARRETT-LEHIGH BUILDING offers the manufacturer and distributor superior advantages.

- Lehigh Valley R. R. freight terminal on street level; elevators direct to rail yard platform
- Truck elevators to all floors, affording street floor facilities throughout
- Floor areas, 52,000 to 124,000 sq. feet. Smaller units may be leased
- High safety standards—low insurance rates
- Live steam for manufacturing purposes
- Fast passenger elevators; restaurant; barber shop

**INVESTIGATE**—learn what satisfied, nationally-known occupants are doing at the

## Starrett-Lehigh Building

West 26th—West 27th Sts.—11th to 13th Avenues

D. R. CROTSLEY, Manager, 601 West 26th Street

Telephone: CHICKERING 4-5520

NEW YORK, N. Y.

## State Warehouse Co., Inc.

GENERAL OFFICES 541-545 W. 34th St.

General Merchandise Storage and Distribution

in the Center of the Metropolitan Area

Fireproof Buildings—Low Insurance Rate—Immediately

Adjacent to New York Central R. R.—Penna. R. R.—

Lehigh Valley

Member N.Y.S.W.A.—P.N.Y.A.

OSWEGO, N. Y.

## OSWEGO NETHERLAND CO., INC.

Fruits  
Vegetables  
Condensed Milk  
Almonds  
Eggs  
Beer

Modern cooler facilities with ventilation and humidity control. Temperature range, 32-50. Storage-in-transit privileges on onions, condensed milk. Branch office and showroom space.

10-Car Private Siding

Free Switching

West Seneca St.

U. S. Warehouse Art Bonded

Member of NYSR

H. B. Laaky Treas. & Gen. Mgr.

TRAFFIC  
MANAGERS SAY

"Without your enthusiastic help and the splendid work being done by Mr. F. A. Keeling, it is doubtful that such progress could have been made."

ROCHESTER, N. Y.

## George M. Clancy Carting Co., Inc.

Storage Warehouse

55-85 Railroad Street

General Merchandise Storage . Distribution

Household Goods Storage . Shipping

Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central

in the Center of Rochester

SCHENECTADY, N. Y.



## Schenectady Storage and Trucking

McCormack Highway

Transportation

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution

Pool Car Distribution Household Goods

Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.

## Save Distributing Costs in Rich Upstate New York

Use our modern warehouse with daily low-cost, store - door delivery service to this rich area. All warehousing services, from simple storage to complete branch-house facilities.



Write for details.  
Member: ACW, May WA.

## Great Northern Warehouses, Inc.

348-360 W. Fayette St., Syracuse, N. Y.

SYRACUSE, N. Y.

**DISTRIBUTION  
MOTOR FREIGHT LINES  
PRIVATE RAIL SIDINGS**

# KING

STORAGE WAREHOUSE, INC.  
SINCE 1897

COMPLETE MERCHANDISE AND HOUSEHOLD GOODS STORAGE SERVICES

Represented by  
DISTRIBUTION SERVICE, INC.

Members:  
A.W.A.—N.F.W.A.—A.V.I.

UTICA, N. Y.

## BROAD STREET WAREHOUSE, INC.

Complete Warehousing Service

General Merchandise — Cold Storage

Heated Storage

Private Siding and Motor Freight Terminal

Daily Trucking Service to all

Points in New York State

UTICA, N. Y.

Established 1916

## Utica Warehouse Co., Inc.

Box 276

Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage in transit on Cotton—Specializing in, Textiles, Alkalies, Denatured Alcohol. Warehouses on D. L. & W. and N. Y. C.—Private Siding—Sprinklered throughout—Pool Car Distribution—Motor Service.

WHITE PLAINS, N. Y.

## J. H. EVANS & SONS, INC.

Office & Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping

Prompt service for any point in Westchester County

Member N.Y.F.W.A.—N.F.W.A.

## CHARLOTTE, N. C.

**AMERICAN STORAGE & WAREHOUSE CO.**  
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 505 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.  
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE  
RAILROAD SIDING.

ESTABLISHED 1908

## CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

## CHARLOTTE, N. C.

Bonded Fireproof Warehouse

**UNION STORAGE & WAREHOUSE CO., Inc.**

20 Private Office—1000-1008 West Morehead St.—Insurance Rate 25c

MERCHANDISE STORAGE — POOL CAR DISTRIBUTION

Member

NEW YORK

11 WEST 41ST ST. NEW YORK 18

Represented by

ALLIED DISTRIBUTION INC.

CHICAGO

1525 NEWBERRY AVE., MON. 3531

Member

May 14

## CHARLOTTE, N. C.

**MERCHANDISE STORAGE**

Pool Car Distributors—Low Ins. Rate

**WARREN TRANSFER & STORAGE CO.**

1900 So. Boulevard

Charlotte, N. C.

RATES ON REQUEST

## RALEIGH, N. C.

**CAROLINA STORAGE & DISTRIBUTING COMPANY**

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION

Private Siding

Motor Freight Line

Members

A. W. A.

A. CHN. WHSES.

## RALEIGH, N. C.

**RALEIGH  
BONDED WAREHOUSE, Inc.**

Efficient Distribution and Warehousing

175,000 Square Feet Space

Sprinklered

Members A.W.A., M.W.A.

## WILMINGTON, N. C.

FIREPROOF WAREHOUSE

**FARRAR TRANSFER & STORAGE WAREHOUSE**

1121 South Front Street

Household Goods — Merchandise

Long Distance Moving — Pool Car Distribution

Private Siding, A. C. L. Railroad Co.

Members, N. F. W. A. — A. T. A.

**TRAFFIC  
MANAGERS SAY**

"For nearly ten years previous to your first article, much talk but little action took place. In less than six months after you took up the banner, over 35 States have been enrolled in the crusade. I feel that you are indeed to be complimented for the campaign that you have conducted."

## FARGO, N. D.

**Union Storage & Transfer Company**  
FARGO, N. DAK.General Storage—Cold Storage—Household Goods  
Established 1906

Three warehouse units, total area 161,500 sq. ft.; of this 20,320 sq. ft. devoted to cold storage. Two buildings sprinkler equipped. Low insurance costs. Spot stocks. Pool car Distribution. Complete warehouse services. Fargo serves North Dakota and Northwestern Minnesota. Offices 806-10 Northern Pacific Ave. AWA-NFWA-MNWWA-ACW

## GRAND FORKS, N. D.

AWA-NFWA-MNWWA

COMPLETE  
BRANCH OFFICE  
FACILITIES**Kedney****WAREHOUSE CO.**General Storage—Moving Household Goods  
Pool Car Distribution—Motor Freight  
Terminal**True and False Traffic Managers**

(Continued from page 18)

about rates, routes and traffic management than some local so-called traffic managers.

3—That the company's school has been the main cause for the "Esprit de Corps" which caused the employees to suggest to the president of the company, that because of business conditions, their salaries be reduced. And which caused the officials of the company to return to the employees the reduction because of increased business.

The Motor Carrier Act of 1935 placed every trucking company on the balance scale. Many were weighed and found wanting. This statement is found in a letter from an owner of a small but successful motor transportation company. He further states, "What were needed, yes greatly needed, in 1935 were more real rate clerks and traffic managers. There was an ample supply of so-called expert ratemen and self-conferred T.M.'s, but the process of elimination in order to find the real article proved costly to small operators and large companies too. You are to be commended in your earnest endeavor to place traffic management in the same class as the legally recognized professions.

"In the year 1935, had I needed the services of a C.P.A., the telephone directory would have given me the information needed, but advertisements in the daily papers for rate clerks and traffic managers made it necessary for me to confer with second-rate shipping clerks, former freight solicitors and plain crooks. One of these crooks nearly ruined my business in a southern city, but thanks to good luck, I now have a manager who knows more about this business than I do. He was formerly traffic manager for a western company, but the depression got him. They used to say that my company was on the rocks and if the not even second rate, rate clerk had been on the job another week, no doubt I would have been. But ask any traffic manager in that city about my company now and he will tell you it's the best in the country. He is my adviser on purchases, claims, tariffs and commercial law—a real honest-to-goodness traffic manager."

I am endeavoring to prove to the owner of a motor transportation company that rather than buy up more run-down truck lines, he should employ a traffic manager or at least a real rate clerk for his terminal in a large city. As in the past, a school boy was placed in charge of his office and commercial agents only stayed long enough to find another job. The writer mailed him a copy of the 1938 report of the British Royal Society of Art's examinations in Road Transport and requested that he favor me with his views on the need of an educational program for employees of motor transportation companies in the United States. A few weeks later a reply to my request was received and in a



October, 1939

6-page letter, the strongest and most logical plea was made for a professional institute of traffic management and an educational program for motor transportation employees. He also suggested that an article be written on the subject of "Road Transport Education in Great Britain," emphasizing the following facts—

1—That the owners of motor truck lines requested the Royal Society of Arts to prepare a course of study and hold examinations for employees of truck lines.

2—That graduates who receive the R.S.A. diploma and students working for the same are given preference or advancement by the owner.

3—Present an outline of the British course of study, as it may cause the A.T.A. (American Trucking Association) to see the need of such a program in the United States.

4—That at present there is no way for a truck owner to know that he is hiring a real traffic manager or rate clerk.

The writer after reading the 6-page letter from this owner somehow was caused to believe that a traffic manager, or at least a rate clerk, would find employment. A rate clerk soon after called to inform me that he was employed by the company.

The writer has endeavored to prove in this article that—

1—Real traffic managers have and are doing much to stabilize the motor transportation industry.

2—That former industrial traffic managers are now proving their ability as office managers, purchasing agents, sales managers, and even able to occupy the highest of executive positions in the industry.

3—That the need of an educational program for employees of the motor transportation industry is recognized. The fact that company schools have been organized is proof that the personal experience method is not considered sufficient for present day requirements. As further or additional proof, the following statement found on pages 4 and 5 of a valuable and greatly needed textbook on "Motor Traffic Management" by H. E. Stocker is cited—

"Experience is a great teacher, but this personal experience method of learning, when depended upon entirely, is slow and costly. It is blind, slow moving and wasteful of time, money and effort. Under modern business conditions, complications are so numerous and the ground which an executive of the first rank is expected to cover is so great that the executive would need 50 yrs. of experience before he could possibly be thoroughly qualified for his position. Therefore, a training program has been found to be distinctly profitable."

That industrial traffic managers are teaching "motor freight management" not only in company schools but also in two of the largest schools of traffic management is proof that a real traffic manager is a student and must of necessity acquaint himself with the ever-changing transportation rates, rules and regulations as they affect all modes of present day transportation.

The writer fully agrees with the statement found on page 744 of the textbook "Economics of Transportation" in which the author, D. Philip Locklin, states as follows regarding motor transportation:—

"The attitude of hostility toward motor vehicle transportation has by no means disappeared, but as motor transportation has established a place for itself in our transportation system, and as its contribution to the public welfare has been recognized, the futility of a policy of repression and restriction has become more and more apparent."

He also agrees with the statement of the traffic manager cited above—"That inefficiency within an organization can ruin a company more readily than competition from without." Therefore, as an industrial traffic manager, he has sought to assist earnest students of

## AKRON, OHIO



## COTTER CITY VIEW STORAGE COMPANY

70 Cherry St., Akron, Ohio  
Merchandise Storage.  
Pool Car Distribution.  
Household Goods Storage.  
Low Insurance.

## CANTON, OHIO



## CANTON STORAGE, Inc.

FOURTH AND CHERRY N.E.  
Merchandise, Household Goods, Cold Storage  
U. S. Customs and Internal Revenue Bonded Warehouse No. 7  
Pool cars distributed. Private sidings. Free switching on all roads. Separate fireproof warehouses for household goods. Modern equipment combined with speedy service.  
Member: A.C.W.—MAY.W.A.—A.W.A.—O.F.A.A.—O.W.A.

## CANTON, OHIO

55,000 SQUARE FEET OF SPRINKLERED  
WAREHOUSE SPACE TO SERVE YOU

## SCHNEIDER STORAGE CO.

CANTON, OHIO  
Merchandise and Household Goods  
Stored and Distributed

## CINCINNATI, OHIO



## The Cincinnati Transfer Co.

739 W. 6th Street

## WAREHOUSING

## POOL CARS TRUCKING

Let us reduce your distribution costs.

Member: Ohio Warehousemen's Assn.



## CINCINNATI, OHIO

## Consolidated Trucking, Inc.

Local and Long Distance Trucking  
—Storage  
1035-55 Flint St.  
(Flint, Cortland and Hoefer Sts.)  
Merchandise Storage Pool Cars  
Penn. R. R. Siding Inter-City Truck Depot



## CLEVELAND, OHIO

F. L. CONATY, Pres.

## CURTIS STORAGE &amp; TRANSFER, INC.

"STORE WITH CONFIDENCE"  
Specializing in Merchandise Storage  
Pool Car Distribution—Bulk Tank Storage  
Operating Own Delivery Equipment  
Private Siding N.Y.C.R.R.

FRENCH & WINTER STS.

CLEVELAND, OHIO

## CLEVELAND, OHIO

"The Three R's" In Modern Warehousing  
RESPONSIBILITY  
REPUTATION

RELIABILITY — are found at

THE GREELEY-GENERAL WAREHOUSE CO.

Located in the New York Central Freight Terminal at Broadway and E. 15th St.

## CLEVELAND, OHIO

**LEDERER  
TERMINALS**

... HAVE SOMETHING IN STORE for you ...  
THREE GREAT WAREHOUSE LOCATIONS  
GENERAL OFFICE, Foot of East 9th St.

## CLEVELAND, OHIO

**DIRECT FROM FREIGHT CARS**

SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.R.s. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.R.s. to Cleveland, Ohio.

**LINCOLN STORAGE**

W. R. Thomas, Pres.

5700 Euclid Ave.

CLEVELAND

11201 Cedar Ave.

## CLEVELAND, OHIO

TEL. CHERRY 4170

**NATIONAL TERMINALS CORPORATION**

1200 WEST NINTH STREET

Three Modern Fireproof Buildings—Two with Dock Facilities on Cleveland's Water Front

Most Economical Warehouse and Distribution Services

VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH Cleveland's Largest Cold and General Merchandise Warehouse

## CLEVELAND, OHIO

**FINE COOPERATION**

is assured when forwarding your shipments in our care.

Eight modern warehouses convenient to every section of Greater Cleveland.

May We Serve You?

The **NEAL**  
STORAGE COMPANY  
CLEVELAND OHIO

Exclusive Agent:  
Greater Cleveland  
for Aero-Mayflower  
Transit Co.

## CLEVELAND, OHIO

**The OTIS TERMINAL WAREHOUSE**

HAS THE FACILITIES  
TO MEET ALL OF YOUR NEEDS

Downtown location; Modern and fireproof; Low insurance rates;  
Enclosed docks and siding on Big 4 Railroad; Daily delivery service;  
Office and display space; Telephone accommodations; U.S. CUSTOM BONDED.  
General Offices 1340 West Ninth St.

**TRAFFIC  
MANAGERS SAY**

"We feel that Traffic Managers and Executives over the entire country owe D and W and its Editor an everlasting debt of gratitude for sponsoring the movement for the legalization and professionalization of Traffic Management. In sponsoring this movement and creating an interest that will carry it through to completion on a national basis, D and W has performed a service to its readers and to the whole business world that is of inestimable value. Another great service performed by D and W in sponsoring this movement is in making the business executive TRAFFIC CONSCIOUS."

## CLEVELAND, OHIO

IN ALL ITS RAMIFICATIONS STORAGE  
OF  
MERCHANDISE AND ITS DISTRIBUTION

**RAILWAY WAREHOUSES, Inc.**

IN  
CLEVELAND, OHIO

Surpass Competition in This District  
FOR

**Facilities, Service and Security**

Fireproof Sprinklered Warehouses Most Centrally  
Located and Free from All Traffic Hazards  
and Congestion

Write for Details

Address 3540 Croton Ave., S. E., Cleveland, Ohio

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
16 WEST 42ND ST. PHIL. 4-0946 1323 NEWBURY AVE. MON. 333

motor traffic management in their endeavor to become more efficient and proficient to their employees by conducting on a small scale, and gratis, directed study courses, using the following valued textbooks:

- 1—Motor Traffic Management, by H. E. Stocker.
  - 2—Economics of Transportation, by D. Phillip Locklin.
  - 3—Mohundro's Notes on the Motor Carrier Act.
  - 4—Quiz Book to Mohundro's Notes.
  - 5—The Transportation Crisis, by G. Lloyd Wilson.
- "The finding of a real traffic manager saved my company from going on the rocks," said the owner of a motor transportation company. "Real traffic managers are worthy of a professional designation such as the certified public accountants," said the owner who was compelled to live temporarily in the Southwest.

In previous articles the work of traffic managers in behalf of a professional institute for traffic management has been commended. Traffic managers in the following states should immediately write to:

Arizona—J. N. Furlong, G.T.M., 416 Security Bldg., Phoenix, Ariz.

Montana—L. F. Nichols, T.M., Royal Milling Co., Great Falls, Mont.

Vermont—G. H. Fox, T.M., Fairbanks Morse & Co., St. Johnsbury, Vt.

Ohio—Edwin C. Reminger, Traf. Consultant, 1218 Standard Bldg., Cleveland.

Pennsylvania—Arthur C. Roy, T.M., D. L. Clark Co., Pittsburgh, Pa.

They are doing great work in their respective states. Latest reports prove that the flood of interest in obtaining legal recognition for the profession of traffic management has not abated but rather is increasing because of the work of loyal keymen and traffic managers in every state.

**Hemp Rate Reductions**

The Mississippi Valley Barge Line has indicated intention to reduce its New Orleans and St. Louis rate on manila hemp from 37 cents to 33 cents per 100 lbs. On Aug. 1 the transcontinental railroads made effective a reduced rate of 79 cents per 100 lbs., minimum 40,000 lbs., on manila hemp when moving from Pacific Coast ports to destinations in rate basis 4, 5 and 6.

It is stated that the Transcontinental Freight Bureau will receive an application for a rate of 69 cents on minimum carloads of 50,000 lbs. to apply on manila hemp from the west coast ports to central western destinations, this rate, if approved, to act as an alternate to the now applicable 79-cent charge.

**COLUMBUS, OHIO**

**Cover OHIO from Columbus**

Modern warehouses and bonded storage facilities. A.D.T. System. Private double track siding. Receiving floor at car level. Shipping floors at truck level. Free switching from all railroads.

**Columbus Terminal Warehouse Company**  
55-85 Terminal Way Columbus, Ohio

Established in 1882

**COLUMBUS, OHIO**

Consign Your Household Goods Shipments to

**DAN EDWARDS at COLUMBUS**

Packing—Shipping—Storage—Local and Long Distance Moving—Steel and Concrete Warehouse—Private Siding

**EDWARDS TRANSFER AND STORAGE CO.**  
426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

**COLUMBUS, OHIO**

**THE MERCHANDISE WAREHOUSE CO.**

370 West Broad St.

Complete service for

MERCHANDISE STORAGE AND DISTRIBUTION

Private Siding — 14 car capacity

U. S. Customs Bonded A.D.T. Service  
Centrally Located Modern Facilities

Members: A.C.W.—A.W.A.—O.W.A.

**COLUMBUS, OHIO**

**The NEILSTON STORAGE CO.**

260 EAST NAGHTEN ST.

Modern fireproof warehouse for merchandise—Low insurance—Central location in jobbing district—Private railroad siding—Pool cars distributed.

**COLUMBUS, OHIO**

J. W. PATTON L. D. PATTON

**THE PATTON WAREHOUSE**

96 MAPLE ST.

Located in the heart of the wholesale district. Modern fireproof building for merchandise storage. Pennsylvania Ry. Siding — Local Distribution — Pool Car Distribution

**Willis Day Buys 45,000-Sq. Ft. Mdse. Warehouse**

The Willis Day Storage Co., Toledo, Ohio, has added 45,000 sq. ft. of storage space to its facilities through the recent purchase of a fireproof merchandise warehouse. The new building is located on a siding. Up to the time of the new acquisition the company operated two warehouses: one at 133 St. Clair St. for merchandise and household goods, fireproof and sprinklered, with a 42,000-sq. ft. capacity; and the second at 608 Monroe St. for household goods, brick and sprinklered, with a 36,000-sq. ft. capacity.

The company maintains branch office and showroom facilities. It was established in 1929. W. F. Day, Jr., is the owner.

**WANTED ESTIMATOR**

Familiar with every phase of moving, storage and packing of household goods. State full particulars, such as age, experience, married or single and salary expected. References required.

Address Box F-116, care DandW, 249 West 39th St., New York

**MARION, OHIO**

**MERCHANTS TRANSFER & STORAGE CO.**

180 East Mill St., Marion, Ohio

Est. 1893

Strictly Fireproof warehouse for Merchandise and Household Goods. Lease Space. Cold Storage, Private Siding into warehouse. For complete service contact us.

Member: M.W.A.—O.F.W.A.—O.W.A.

**SPRINGFIELD, OHIO**



**WAGNERS SERVICE, INC.**

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

**TOLEDO, OHIO**

**GREAT LAKES  
TERMINAL WAREHOUSE CO.**

321-359 Morris Street—Toledo, Ohio

**GENERAL MERCHANDISE**

AND

**COLD STORAGE**

Complete Warehouse Facilities

Private Sidings

NYC and B&O RR's

A.D.T. Service

Represented by

NEW YORK  
250 Park Ave.  
Plaza 3-1235

AMERICAN CHAIN  
OF WAREHOUSES

CHICAGO  
53 W. Jackson Blvd.  
Harrison 1496

**TOLEDO, OHIO**

**Merchants and Manufacturers Warehouse Co.**

15-29 So. Ontario St.

Center of Jobbing District



Sprinklered Fireproof Building—100,000 Square Feet—Dry Storage—Private siding—Free Switching—Merchandise Storage—Pool Car Distribution—Negotiable receipts—Transit Storage Privileges—Low Insurance Rates—City delivery system.

**TOLEDO, OHIO**

**NATIONAL TERMINALS CORPORATION**

OFFICE: 247 MORRIS STREET

Phone Adams 8275

Most Economical Warehouse and Distribution Services Via Water, Rail and Truck Are Available Through Toledo's Best Located Most Accommodating Warehouses and Docks.  
Two Private Docks Capable of Serving Any Size Boat on the Lake Both Inland and Dock-Side Warehouses.

**TOLEDO, OHIO**

"QUICK SHIPPERS"

**TOLEDO TERMINAL  
WAREHOUSE, INC.**

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . . Fireproof . . . Private siding Nickel Plate Road . . . Free switching . . . Negotiable receipts . . . Transit storage arrangements . . . Motor truck service . . . Located in Jobbing District . . . U. S. Customs Bonded.

MEMBERS: American Warehousemen's Association  
▼ ▼ ▼ Ohio Warehousemen's Association  
Toledo Chamber of Commerce

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PLIN 6-0466 1525 NEWBERRY AVE. MOH 5531



## MUSKOGEE, OKLA.

**MUSKOGEE TRANSFER & STORAGE CO.**  
 Merchandise and Furniture Storage  
 Pool Car Distribution

The only Fireproof Storage Warehouse in Muskogee  
 Private Siding  
 Member N.F.W.A. Free Switching  
 Agent Allied Van Lines

## OKLAHOMA CITY, OKLA.


**Commercial Warehouse Co.**  
 BONDED

Exclusive Merchandise Storage  
 Pool Car Distributors

Free Switching 14c. Insurance rate



## OKLAHOMA CITY, OKLA.

1887-1939

**O. K. TRANSFER & STORAGE CO.**

HOUSEHOLD  
 GOODS  
 MERCHANDISE



MEMBERS  
 DIST. SERVICE,  
 NFWA, AWA

GENERAL WAREHOUSING AND DISTRIBUTION

## OKLAHOMA CITY, OKLA.

Member of A.W.A.—S.W.A.

Bonded Under State Law

**Oklahoma Bonded Warehouse Company**

853 N. W. 2nd St.

Oklahoma City, Okla.

Merchandise Warehousing

Pool Car Distribution

Free Switching  
 Private Tracks  
 P. O. Box 1222

Represented by  
 ALLIED DISTRIBUTION INC.  
 NEW YORK NEW YORK 42ND ST. PHIN 4-0146 CHICAGO 1535 NEWBERRY AVE. MON 3330

50,000 Sq. Ft.  
 Floor Space  
 Fireproof

## OKLAHOMA CITY, OKLA.


**THE PUBLIC WAREHOUSE COMPANY, INC.**

1-9 Northwest First Street, Oklahoma City, Oklahoma

MERCHANDISE STORAGE—COOLER ROOMS  
 POOL CAR DISTRIBUTION

Brick and Concrete Construction Building, Strictly Fireproof—  
 Automatic Sprinkler System, Insurance Rate 11.4c. Santa Fe  
 Siding Conveniently located in Downtown Industrial and Retail  
 districts

## OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Mer-  
 chandise and Household Goods  
 Automatic Sprinkler System  
 Office and Warehouse  
 303-313 East Grand Avenue

We Solicit Your Accounts for  
 Transfer and Storage  
 Members of American  
 and National Warehousemen's  
 Associations

## OKLAHOMA CITY, OKLA.


**OKLAHOMA CITY'S FINEST WAREHOUSES**
**RELIABLE VAN & WAREHOUSE CO.**

HOUSEHOLD GOODS STORAGE  
 MERCHANDISE STORAGE  
 POOL CAR DISTRIBUTION

## TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**  
 Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit  
 your shipments to our city and assure you we will reciprocate  
 and guarantee prompt remittance. Located on Railroad.  
 Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

**"We Ain't Mad at  
 Nobody"**

Down in Louisiana recently one of those local gas line station price wars started between two large companies, with the result that a number of the independent dealers were caught in the middle.

It so happened at one cross road corner that each of the fighting gas companies had a station; on the third corner a couple of colored boys who had set up a one-squirt pump in front of their shanty began to feel the squeeze and could not meet the competition in price. Something had to be done to get back their share of the gas business, so one of the darkies got himself a big wide smooth board, nailed it across the front of the shack, took an old paint brush and plenty of red paint and laboriously spelled out "We Ain't Mad at Nobody." The sincerity of that home-made expression brought back more business than they expected and settled the argument between the big fellows.

Firms and corporations, individuals and nations could kid themselves out of much of their present troubles with the colored boys' slogan.—*Contribution of H. G. Stouffer in the September House Organ of the North Pier Terminal, Chicago.*

**Texas Acts to Secure  
 Rate Equalization**

Attorney General Gerald Mann announced the launching of a statewide campaign for rate equalization to end northern and eastern advantages against Texas and the Southwest. A \$30,000 appropriation and a legislative command for action to end these discriminations supported his actions.

Mann's initial step was the appointment of a statewide citizens committee, an advisory board of ten serving without remuneration and charged with the responsibility of making rate researches, of assembling facts and advising with Mann and his staff on procedure as the campaign develops.

The appropriation resolution authorized by Senator Geo. Moffett, of Chillicothe, and Representative Bryan Bradbury, of Abilene, gave the state's law department a mandate to prepare, file and prosecute a rate case before the Interstate Commerce Commission, "which cases," says the resolution, "shall be for the purpose of equalizing the level of all interstate rates to, from and between all points in Texas with those of the official zone, said efforts to be carried on independently or by co-operation with rate making authorities of other states of the southwestern zone."

The other southwestern states are Arkansas, Louisiana and Oklahoma. They are similarly complaining of inequalities in the national rate structure. Mann recently conferred in Dallas with the Corporation Commissions of Arkansas and Louisiana and it was agreed that the southwestern states will study the rail problem in close collaboration, perhaps proceeding later on a united front, with each, however, preserving independent action. It was in line with this provision that Mann appointed the board for independent study in Texas.

The chairman of the board is Gibb Gilchrist, dean of Engineering of the Texas A. & M. College, the secretary is D. A. Banteen, of Abilene, executive officer of the West Texas Chamber of Commerce and the Freight Rate Equality Federation.

Mann cited that the technical facilities of the state's two largest educational institutions, A. & M. and Texas University, would be at the committee's service. The Freight Rate Equality Federation is an association of 126 organizations of various kinds, with a total membership of some 350,000. The technical studies made by the Texas Industrial Traffic League, a pioneer association of traffic and rate experts, will also be available to the committee.—*Smith.*

## Economy in Modern Distribution

(Continued from page 17)

slightly with a correspondingly small increase in sales direct to industrial users.

While the aggregate figures for the pottery industry reflect conditions on distribution as a whole, the Bureau of the Census classification is so broad for this industry that these figures do not give a true picture of the various units comprising it. Sales to industrial users consist for the most part of red earthenware, purchased by florists and china firing plants, direct sales to makers of porcelain electrical supplies, and sales of hotel china to hotels and institutions. Sales to wholesalers are largely made up of plumbing fixtures, though some hotel china still passes through these middlemen, hotels being widely distributed and replacements demanded by them having to be made at once. But as wholesalers and jobbers in this industry, as in others, have been carrying less and less stocks, the manufacturers have found it of increasing necessity to assume this function themselves—so even a slight decline in the proportion of first sales passing through wholesalers and jobbers may reflect this change in distribution methods.

Sales through manufacturers' own wholesale branches in the pottery industry, which declined so markedly between 1929 and 1935, represent sales of electrical porcelain supplies and china plumbing fixtures to large plumbing and electrical establishments as well as to hardware stores and contractors who buy in large quantities. These manufacturers find it necessary to maintain stock-carrying branch offices in leading marketing centers. Sales to retailers represent sales of art pottery, china and stoneware and with so much direct selling taking place these producers are faced with the increasing necessity of maintaining local stocks also.

Chart IV shows the channels of distribution used by manufacturers of marble, granite and other stone including monuments, tombstones, and other articles for cemetery uses; roofing slate, slate blackboards and other slate work, builders' and plumbers' marble, granite and other stone work, and all other stone work except millstones, grindstones and pulpstones, which are treated as quarry products by the Bureau of the Census. The outstanding change in distribution practices in this branch of the industry group is the increase in sales to household consumers, chiefly sales of monuments and tombstones for cemetery use (accounting for 14.2 per cent of total sales in 1929 and 30.7 per cent in 1935). Most of these sales are made by small producers or monument works and their products are made to order. Wholesalers and jobbers who accounted for 33.8 per cent of first sales in this industry in 1929 took only 6.7 per cent of total first sales in 1935. This would point to the virtual elimination of these middlemen for the industry as a whole except for the fact that in 1929 the Bureau of the Census combined sales to retailers with sales to wholesalers because of incomplete reports. The fact that such a change was unnecessary in 1935 accounts for a considerable part of the loss in importance of wholesalers and jobbers and the increase in importance of direct sales to retailers in that year.

Many of the products of the industries in the Stone, Clay and Glass products group, whose sales to the various primary channels of distribution were comparable in 1935 and 1929, are of a bulky nature. These are usually shipped direct to users in carload quantities so that the need for the services of public merchandise warehouses, as such, is not so apparent as it is in other industries. But it is in connection with just such bulky commodities as cement, concrete products, marble and other stone products and the like

## PORTLAND, ORE.

## Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses  
Licensed under the U. S. Warehouse Act  
Merchandise, Storage and Distribution  
Private Siding Free Switching Sprinklered  
1132 N. W. GLISAN STREET



## PORTLAND, ORE.

H. M. CLARK, Pres.

HOLMAN TRANSFER COMPANY  
STORAGE DISTRIBUTION

SINCE 1864

1306 N.W. Hoyt St.

A.W.A.—O.S.W.A.

## PORTLAND, ORE.

## LET LYON GUARD YOUR GOODS

Carload  
Distributors

SEATTLE PORTLAND, Ore.  
2030 Dexter Ave., 1501 N. W. Kearney St.  
Dian McLean, Mgr. Walter Holtege, Mgr.

## PORTLAND, ORE.

J. H. CUMMINGS, Pres.

## MERCHANDISE, STORAGE &amp; WAREHOUSING

## Northwestern Transfer Co.

General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS

Our private siding is served by all railroads

1504 N.W. Johnson St., Portland, Oregon

Established 1888

## PORTLAND, ORE.

## OREGON TRANSFER COMPANY

Established 1868

1238 Northwest Glisan Street Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

## PORTLAND, ORE.

## MERCHANDISE WAREHOUSING AND TRANSPORTATION

Pool Cars and L. C. L. Distribution to the Pacific Northwest and  
Inland Empire with Free Pick Up and Delivery Service to All Main  
Points. Route your shipments Via Water or Rail to us.

## PIHL TRANSFER &amp; STORAGE CO.

1231 N. W. Hoyt St.

Portland, Oregon

Our Personal Supervision assures you prompt and proper service.

## PORTLAND, ORE.

COVER THE NORTHWEST  
THROUGH

## RUDIE WILHELM WHSE. CO., INC.

Rudie Wilhelm, Pres.

Member A.W.A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System

Complete Facilities for Storage and Distribution  
of All Commodities

Agents: Universal Transcontinental Freight Service

TRAFFIC  
MANAGERS SAY

"Your efforts in promoting a Traffic Management Institute are being appreciated and this appreciation will be multiplied many times in the future as other Traffic Men realize the importance of adopting the program you advocated. There are several additional services that your magazine renders which I find to be very valuable."

## BETHLEHEM, PA.



ALLENTOWN BETHLEHEM AND EASTON Private Siding LEHIGH & NEW ENGLAND R. R.

500,000 CU. FT. COLD STORAGE  
200,000 SQ. FT. DRY & HOUSEHOLD STORAGE

LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE CO.  
15th Avenue, North of Broad Street, Bethlehem, Pa.

## HARRISBURG, PA.



**Pool Cars**  
Efficiently Handled Merchandise and Household Goods Storage

HARRISBURG STORAGE CO., Harrisburg, Pa.  
P. R. R. Sidings Agent for Aero Mayflower Transit Co. American Warehousemen's Association, Mayflower Warehousemen's Association, Penna. Furniture Warehousemen's Association, Penna. Warehousemen's Association, American Chain of Warehouses

## HARRISBURG, PA.

**KEYSTONE WAREHOUSE**  
GENERAL MERCHANDISE STORAGE  
POOL CARS DISTRIBUTED  
BRICK BUILDING—LOW INSURANCE  
STORE DOOR DELIVERY ARRANGED FOR PENNA. R. R. SIDING  
OPERATED BY HARRISBURG WAREHOUSE CO.

## HAZLETON, PA.

**KARN'S STORAGE, INC.**  
MERCHANDISE WAREHOUSE L.V.R.R. SIDING  
Storage in Transit Pool Car Distribution  
Packing — Shipping — Hauling  
Fireproof Furniture Storage  
Est. 1915 Members: Mayflower W.A.—P.F.W.A.—P.W.A.

## LANCASTER, PA.

**LANCASTER STORAGE CO.**  
LANCASTER, PA.  
Merchandise Storage, Household Goods, Transferring, Forwarding  
Manufacturers' Distributors, Carload Distribution, Local and Long Distance Moving  
Members May. W.A.—P.F.W.A.

## PHILADELPHIA, PA.

Member of PWA—PhilaWa

**COMMERCIAL WAREHOUSING CO.**  
Meadow & Wolf Streets  
Thoroughly Modern Facilities—Customs Bonded  
Complete Warehousing Service for Storage & Distribution of General Merchandise.  
Distribution of Merchandise & Household Goods Pool Cars

## PHILADELPHIA, PA.

Est. over 50 years.

**FENTON STORAGE CO.**  
Absolutely Fireproof 46th and Girard Ave.  
Cable Address "Fenco"  
P. R. R. Siding  
Storage, moving and distribution of household goods and merchandise

## PHILADELPHIA, PA.

**Fidelity—20th Century Storage Warehouses**  
General Offices—1811 Market St.  
Agent for Allied Van Lines, Inc.  
Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.  
Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

## PHILADELPHIA, PA.

**GALLAGHER'S WAREHOUSES**  
Executive Offices—708 So. Delaware Ave.  
General Merchandise Storage and Distribution  
U. S. Bonded and Free Stores  
Carload Distribution  
Direct Railroad Sidings: Penna. R. R.—Reading R. R.  
Company owns fleet of motor trucks for city and suburban deliveries

## PHILADELPHIA, PA.

**2,100,000 Square Feet**  
**MERCHANTS WAREHOUSE CO.**  
10 Chestnut St. Phone: LOM. 3070  
11 modern buildings in leading business sections. Served by all R.R.'s. Loading and unloading under cover. Storage-in-transit privileges. Goods of all kinds, bonded and free.  
One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

## PHILADELPHIA, PA.

RUELL G. MILLER, President

**MILLER**  
North Broad Storage Co.  
BROAD & LEHIGH & BRANCHES  
Member P.M.T.A., C.F.M.A. of Pa.

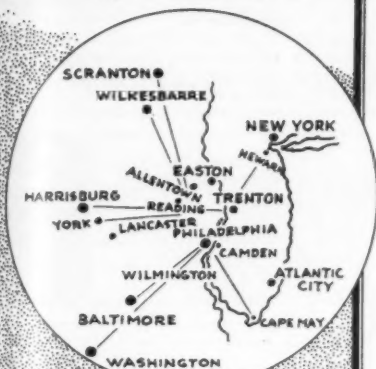
that field or custodian warehousing arrangements are often made.

Where a manufacturer or processor has a large and bulky inventory, such as cement for example, which is marketable but often slow moving, and which, at its point of production or prospective use, is far from any public merchandise warehouse, his financial needs can frequently be met by the setting up of a field warehouse. In many cases it is impossible, due to the cost of transportation, to move such products to a public warehouse, so the field warehouse is necessary if the owner of the stored products is to obtain the use of warehouse receipts as financing instruments. Under such an arrangement the public warehouse goes to the product instead of the product to the warehouse so that the financial services of warehousing organizations are extended to goods not yet in distribution and which are really too bulky to be handled under the usual procedure.

To set up a field warehouse, a warehouseman leases a building or ground space, or space in a building, at the point where the commodity to be stored is manufactured or processed. Usually, the warehouse building or ground space actually belongs to the manufacturer or processor, but the lease is a bona fide one. The warehouseman places his own agent in charge of the warehouse thus created; places his sign on the storage space as notice to all concerned; stores the



# Key Center of the Big Eastern Market



## MOTOR TRUCK SERVICE

We own and operate a fleet of motor trucks to provide "Store-Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next-morning" delivery anywhere within the area shown in the map.

**13** large warehouses . . . modernly constructed . . . modernly equipped . . . staffed with an efficient personnel. Located in the important retail and wholesale districts of Philadelphia, the shipping center for the East's largest market. Adjacent to steamship piers where regular sailings are maintained for coastwise, intercoastal and world ports. Direct connections with the Pennsylvania Railroad and the Reading Company. Regular pool car service. Ample facilities for prompt, economical handling of merchandise of every kind.

*Special accommodations for household goods shipments.*

WRITE FOR PARTICULARS

## TERMINAL WAREHOUSE COMPANY

Delaware Avenue and Fairmount  
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986  
625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461  
219 East North Water Street, CHICAGO . . . Phone Sup. 7180

*An Association of Good Warehouses Located at Strategic Distribution Centers*

commodity therein, placards each stack or other storage unit with a card showing to whom the same is legally pledged if such is the case; issues warehouse receipts for the commodity stored, and refuses to release any of the goods stored without written order from the owner or pledgee.

Of course, field warehousing arrangements can be set up and used by manufacturers of products other than those made in the industry under discussion in this article. It is estimated that there are more than 5000 field warehouses in operation today storing, among other things, all types of canned goods, shoes, textiles, flour, clothing, wine, liquor, pulp and paper, steel and iron, furniture, petroleum and its products, sugar, cement, paint, lumber, building stone, machinery and others.

The beauty of a field warehousing arrangement, from a financial standpoint, is that warehouse receipts for goods in such warehouses represent products that have become segregated assets just as surely as if they had been placed in a public warehouse building. Such goods are no longer merged with the general inventory of the manufacturer or processor, but are separate and segregated from all his other assets, under the control of a disinterested party.

Capital invested in finished products or inventory of raw materials is, therefore, not tied up, since goods become liquid assets and available for use as collateral as soon as they go under the control of a field-warehouseman. However, if these same goods had been stored under the control of the manufacturer, their collateral value would have amounted to nothing. In order to become liquid assets, goods must be removed from the possession of their owner and placed under the custody of a bona fide warehouseman—a person lawfully engaged in the business of storing goods for others for a profit.

## PHILADELPHIA, PA.

## 22 Modern Warehouses

**CENTRALLY LOCATED** in all leading business sections . . . close to piers . . . direct connections with all R.R.'s . . . and our own fleet of 22 modern transports.

**OVER 1,000,000 Sq. Ft.** of storage space for merchandise of nearly every kind, bonded and free. Modern buildings with low insurance rates, and equipped for prompt and economical service.

**SHIPPING** to and from all eastern markets and world ports.

**WRITE** for particulars regarding many valuable services offered.

## PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices, Cor. 4th & Chestnut Sts., Philadelphia  
WARREN T. JUSTICE, President

MEMBER: American Chain of Warehouses  
American Warehousemen's Association (Merchandise Division)

Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954  
J. W. Terreforte, 250 Park Ave. Tel., Plaza 3-1235

CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Tel., Harrison 1496

*For the convenience of shippers, this section is arranged geographically*

## PITTSBURGH, PA.

**DUQUESNE WAREHOUSE CO.**

Office: Duquesne Way and Barbeau St.  
Merchandise Storage & Distribution

Members A. W. A.

## PITTSBURGH, PA.

Established 1911

**EXHIBITORS' SERVICE COMPANY**

West Gen. Robinson & Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—  
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—84  
Company Owned Vehicles—Steel and Concrete Terminal  
Cooling Room Space for Perishables.

## PITTSBURGH, PA.

**Ed Werner Transfer and Storage**  
1917-19 Brownsville Road Pittsburgh, Pa.

Household Goods Storage

Consign shipments via PRR—Lake Erie RR—B & O RR  
Long Distance Moving

Agents for Allied Van Lines, Inc.  
Member of N.F.W.A.

## PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

Thomas White

Owner and Manager

**WHITE TERMINAL CO.**

16th-17th and PIKE STS.

IN THE HEART  
OF THE  
PITTSBURGH  
JOBGING  
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of **WHITE MOTOR EXPRESS CO.**

(Established 1918)

100% Mack Equipment

**TRAFFIC  
MANAGERS SAY**

"It is very gratifying to Traffic Men generally and our group in particular that you have opened the pages of your excellent publication to much needed publicity. The professionalization of Traffic Management is a cause worthy of the best efforts of all who understand the need of industry in marketing their products to meet the ever-changing conditions of competition."

## SCRANTON, PA.

R. F. POST

**DRAYMAN & STORAGE WAREHOUSE**

221 Vine St.

HOUSEHOLD STORAGE  
MERCHANDISE STORAGE  
LOCAL AND LONG DISTANCE MOVING  
PRIVATE SIDING, D. L. & W. R. R.

POOL CARS

PACKING

## SCRANTON, PA.

**The Quackenbush Warehouse Co.**

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS  
STORAGE POOL CAR DISTRIBUTION

D L & W and D & H Sidings

Member of Allied Distribution, Inc.



## UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

**KEYSTONE TRANSFER CO.**

CORNER BEESON BLVD. & PENN ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED  
LONG DISTANCE MOVING

Private Siding B. & O. R.R.

## WILKES-BARRE, PA.

**WILKES-BARRE STORAGE CO.**

General Storage and Distribution

Prompt and Efficient Service

Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

## WILLIAMSPORT, PA.

**WILLIAMSPORT STORAGE CO.**

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

**Hummel Warehouse, Allentown, Pa., Expands**

The Hummel Warehouse Co., Inc., Allentown, Pa., is adding an additional floor to its warehouse at 728 No. 15th St. According to Alfred L. Hummel, president, the new floor will add 18,000 sq. ft. and will be devoted principally to room storage for household goods and slow moving merchandise.

**Penna. Industry Pledges War Resource Co-operation**

The State Government of Pennsylvania, on Sept. 5, wired a pledge of full co-operation to the War Resources Board at Washington. Richard P. Brown, Pennsylvania Secretary of Commerce, offered the full resources of his department at the command of the Federal agency, which is designed to keep the United States prepared to defend itself against possible aggression from countries at war with one another. It is understood that the general program which industrial Pennsylvania would follow out in war already had been mapped in Washington.

Sealed orders from the War Department for steel parts, explosives and textiles were locked in the safes of 1,553 plants in Pennsylvania, which would have a part in the scheme to supply every need of the United States' armed forces.—Lansing.

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

**FIREPROOF WAREHOUSE**  
Storage, Moving, Shipping  
80-90 Dudley St.

Member National Furniture Warehousemen's Assn.  
Agent for Allied Van Lines, Inc.



GREENVILLE, S. C.

"The Heart of the Piedmont"

TEXTILE WAREHOUSE CO.

511-13-15 Rhett St.

GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

Est. 1923



KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 13c. per \$100.00 Household goods shipments  
per annum. solicited. Prompt remittance  
made.

Pool Cars distributed.  
MEMBERS American Warehousemen's Ass'n  
PROMPT AND EFFICIENT SERVICE

PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car  
Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on  
deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.

Merchandise Storage and  
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

MEMPHIS, TENN.

S. S. DENT, Pres.

General Whse. & Dist. Co.

435 So. Front St.

"Good housekeeping, accurate records,  
Personal Service"

Located in the center of the Jobbing &  
Wholesale District

Sprinklered Low Insurance  
Private R. R. siding Perfect service



COLUMBIA, S. C.

BONDED

COMPLETE STORAGE FACILITIES  
for MERCHANDISE &  
HOUSEHOLD GOODS.

Pool Cars Handled. Household Goods  
Transferred. Long Distance Trucking.

Member of A.W.A.—MayWA 700 Block College

MEMBER



Cottonseed Rate Lowering  
Refused in Texas

An application of the Missouri, Kansas & Texas and  
the Texas & Pacific RRs. to reduce rates on cottonseed  
in hauls up to 200 miles and on cake, meal and hulls  
throughout the scale has been refused by the Texas  
Railroad Commission.

Refusal was ordered without prejudice to a later  
application for a general reduction throughout the  
scale if the carriers so desire.

Numerous interior cotton oil mills and others pro-  
tested the proposed change of only a part of the rate  
structure. Protests also were made because the pro-  
posed reduction would have applied to only two car-  
riers, with some of the shippers alleging discrimina-  
tion.—Smith.

Lake Ports Attack  
Cargo Contracts

Great Lake cities are objecting to a North Atlantic  
Steamship Conference contract with shippers that re-  
quires all goods handled by the shippers be routed  
through Atlantic ports. The dispute over the validity  
of such contracts was aired Sept. 13 before the Mari-  
time Commission.

Representatives of the lakes area told the Commission  
that this was a "discriminatory" provision, contending  
it diverted many cargoes which otherwise would be  
shipped directly from the Great Lakes to Europe. They  
asked the Commission to order modification of the ship-  
per-conference contracts to eliminate this provision.

The North Atlantic conference spokesmen argued  
that no coercion was exercised in obtaining the signa-  
tures of the shippers and also declared there was noth-  
ing unlawful either about the form of the contracts or  
the manner in which they were executed.

MEMPHIS, TENN.

W. H. DEARING, General Manager

John H. Poston Storage Warehouses

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.20 per \$1,000 per Annum Distribution a Specialty

Merchandise storage, dependable service, free switching, Local cartage deliv-  
Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler.

MEMPHIS, TENN.

H. K. HOUSTON, Pres. B. T. GRILLS, Gen. Mgr.

UNITED WAREHOUSE & TERMINAL CORP.

Warehouse No. 1  
137 E. Calhoun Ave.

Warehouse No. 2  
138-40 St. Paul Ave.

Memphis, Tennessee

Storage (Mds.)—Pool Car Distribution—Local delivery service—Office Space.  
In the heart of the wholesale district and convenient to Rail, Truck and express  
terminals. Eight car railroad siding—(N.C. & T.L. and L.&N.)—Railroad switch-  
ing. Represented by Distribution Service, Inc. Member of A.W.A. and M.W.A.

NASHVILLE, TENN.

124 FIRST AVE. N.

BOND, CHADWELL CO.

MERCHANDISE  
WAREHOUSE.  
RAIL, TRUCK  
AND RIVER  
TERMINAL.



NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

The PRICE-BASS CO.

194-204 Hermitage Ave.

MERCHANDISE STORAGE

Automatic Sprinklered—Spot Stock and  
Pool Car Distribution—Private Siding





## AMARILLO, TEXAS



WM. C. BOYCE

J. A. RUSH

**Armstrong Transfer & Storage Co., Inc.**

Distributors of Merchandise  
BONDED WAREHOUSES  
Amarillo and Lubbock, Texas

Contract operators for all rail lines and Universal Carloading and Distributing Company.  
Member Mayflower W. A.—Amarillo Warehousemen's Association—American Chain of Warehouses



## BEAUMONT, TEXAS

**TEXAS STORAGE COMPANY**

656 Neches St.

Beaumont, Texas



Merchandise and Household Goods  
Warehouse, Concrete Construction  
30,000 Sq. Ft. Distribution of Pool Cars  
Transfer Household Goods

Agent for A.V.L. Member of N.F.W.A.—S.W.&T.A.

## CORPUS CHRISTI, TEXAS

J. R. McCRAY, Pres.

**McCRAY TRANSFER & STORAGE CO.**

1219-1223 GAVILAN STREET

MDSE. &amp; HOUSEHOLD GOODS DISTRIBUTION

BONDED WAREHOUSE - - - 32,000 sq. ft.

Nation-Wide Movers Under Our Own Permits  
We Practice Reciprocity

## CORPUS CHRISTI, TEXAS

Specialists In

General Merchandise Storage—  
Forwarding—Pool Car Distribution

Public bonded warehouses in Corpus Christi on San. Pas. and Harlingen on Mo. Pas. RR's. Common carrier motor freight service for Houston, San Antonio, Austin, Hebbronville and Rio Grande Valley. Expert handling. S.W.A. members.

**ROBINSON WAREHOUSE & STORAGE COMPANY**

General Offices: 1500 Tiger St., Corpus Christi

## DALLAS, TEXAS

**In Dallas It's Binyon-O'Keefe**

With three warehouses having a total of 180,000 square feet of floor space; with our private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.

For 60  
Years

**BINYON-O'KEEFE**  
Storage Co.  
Dallas

For 60  
Years

Associated with Distribution Service, Inc.

## DALLAS, TEXAS

(Established 1875)

**DALLAS TRANSFER AND TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building, Dallas, Texas

Modern Fireproof Construction—  
Office, Display, Manufacturers, and Warehouse Space

Operators of the Lone Star Package Car Company (Dallas and Fort Worth Divisions)

H. & N. T. Motor Freight Line  
Agents for Allied Van Lines, Inc.

MEMBERS  
A.W.A., N.F.W.A., American Chain of Warehouses  
Southwest Warehouse & Transferrers' Assn. Rotary Club

TRAFFIC  
MANAGERS SAY

"D and W is due the most gracious thanks and appreciation from Traffic Men everywhere, for carrying on this professionalization program. It would be wonderful to know that every Traffic Man throughout the country has read all of these writings."

**Truck Modernization**

(Concluded from page 9)

long hauls. Costs will differ for these 2 classifications.

Fleets inspected ran from 5 trucks to more than 250. The type bodies reviewed were panel, express, stake platform, cab-over-engine, tractor-trailer, refrigerated trucks. Capacities ran from ½ ton for quick light delivery to big 6-wheelers. A large percentage of the new trucks purchased for city work were cab-over-engine because of their ability to get around safely and quickly in congested areas, to save time and facilitate operation where loading and unloading must be done in cramped quarters. Tractor-trailers had replaced some of the old trucks, the conventional type, and this helped to cut costs materially, not only in gas and tires where differential wheels were used but in the handling of bigger payloads, which eliminated extra trips and cut down time of hauls and wages of drivers.

We find from our field work that too many users operate trucks with capacities insufficient to take care of all loads. The trucks are big enough for about 75 per cent of the loads, too small for the remainder. To handle the bigger payloads, the trucks must make more trips and that runs up operating costs. Replacement of such units with trailers resulted in substantial savings by those serving as "guinea pigs" for this survey. The trailer provides capacity for peakloads and does not penalize on smaller loads.

One may contend that many variable factors affect truck operation, that some users have different operating problems than others, that cost of license fees, taxes, wages, tires, gas oil, etc., vary much in different territories. Charges for depreciation, insurance, taxes, interest depend upon the initial price of the truck, which varies with the transaction. Types of roads covered, weather, climate, season of year, character of load carried, relative frequency of stops, etc., are variable factors. This reasoning is sound but it does not nullify the fact that the before-and-after operating records of the trucks analyzed showed substantial savings after modernization, which reflected higher profits.

The best rule to follow on truck replacement purchases is to trade-in as soon as the unit becomes expensive to run or overhaul. From our field work, we feel safe in advising that it is time a large percentage of those engaged in hauling work of any kind became truck-conscious and effect replacements, not only to reduce operating costs but to acquire streamlined rolling stock that will be a moving prestige advertisement for the business.

Since these figures were compiled with only one objective, to show the profitable aftermath of truck modernization, they cannot be used as yardsticks for general operating averages. To get operating averages for comparative analyses, it is necessary to make compilations by age, whether trucks are run in city or country, for long or shorthaul work, etc. That was not the purpose of this survey. However, the fact that when grouped into 2 major classifications, light duty and heavy duty, operating costs show an average substantial decrease, indicates that truck modernization is a profitable investment for all.

**BRANCH OR DISTRICT SALES MANAGER**

Wants situation with manufacturer now operating or interested in operating branch sales office or sales and stock point at Richmond. Age 34 years. Married. A-1 references.

Address Box H-339, care DandW, 249 West 39th St., New York

DALLAS, TEXAS

# Interstate-Trinity Warehouse Company

301 North Market Street, Dallas



Merchandise Storage and Distribution

Household Goods Storage, Moving & Packing

Long Distance Hauling

Associate Managers

W. I. Ford R. E. Abernathy

Represented by

NEW YORK

ALLIED DISTRIBUTION INC.

CHICAGO

11 WEST 42ND ST. PENN. 6-0966

1525 NEWBERRY AVE. MON. 5531

DALLAS, TEXAS

A Complete Merchandise Warehouse Service  
COLD STORAGE—MERCHANDISE STORAGE  
YARD STORAGE—RENTALS

# MAAS-MORGAN WAREHOUSE, INC.

Houston Street at McKinney Avenue. 1917 North Houston Street.  
703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

DALLAS, TEXAS

# Merchants Cold Storage of Dallas

Bonded

470,000 Cu. Ft. Cold Storage Space  
Pool Car Distribution

1301-7 Broom St.

P. O. Box 5088

DALLAS, TEXAS

# SPECIALIZING

MERCHANDISE STORAGE  
POOL-CAR DISTRIBUTION

SERVING THE GREAT  
SOUTHWEST AREA

EVERY ACCOUNT IS  
PERSONALLY SUPERVISED  
BY THE MANAGEMENT



KOON-McNATT STORAGE & TRANSFER CO.  
911 MARION ST.



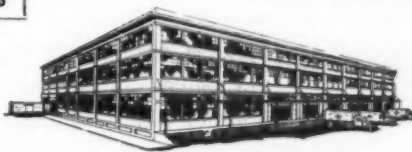
CONTRACT OPERATORS  
FOR ALL RAIL LINES AND  
UNIVERSAL CARLOADING  
& DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight  
Handled Monthly for Dallas  
Shippers



DALLAS, TEXAS

Hawkins  
Street  
and  
Pacific  
Avenue



The Southwest's Warehouse of Service  
MERCHANDISE STORAGE

POOL CAR DISTRIBUTION, AIR-CONDITIONED  
OFFICE SPACE

Texas and Pacific  
Terminal Warehouse Co.

209 N. Hawkins

(See Companion Service Under Ft. Worth Listing)

# New Free Time Rules and Port Storage Charges

At a meeting beginning Sept. 26, revised storage rules and charges on export traffic at North Atlantic ports were considered by the foreign freight agents committee of the Eastern trunk lines and the freight traffic managers committee. The committee has suggested that free time on export freight except scrap iron and steel and grain in bulk when covered by through export bills of lading issued in connection with so-called regular or agreement ship lines, shall be limited to 15 days. When issued in connection with irregular lines (non-agreement lines) the free time is to be limited to 10 days.

Free time on export freight covered by local bills of lading is to be not more than 10 days. The usual rule will be followed in computing free time.

After expiration of the free time at the North Atlantic out ports, the recommendation is that a storage charge of 1 cent per 100 lbs. be applied for the first 10 days or fraction thereof and ½ cent per 100 lbs. for each succeeding 10 days or fraction thereof.

The new proposed rules stipulate that "through export bills of lading will be issued only when founded on written ocean contract" and further provides that in the event of omission or failure of the steamship company to clear freight on any vessel for which it has been booked or to order freight within the free time, storage charges accruing after free time are to be paid by the steamship operator.

Where the steamship operator is not carried in the so-called agreement list, through export bills of lading will be issued only when the shipper gives written guarantee that any storage charges accruing at the seaboard will be paid.

The new rules recommended for adoption at New

EL PASO, TEXAS

"Bankers of Merchandise"  
"Service With Security"

# International Warehouse Co., Inc.

1601 Magoffin Ave. El Paso, Texas



Lowest Content Insurance Rate  
Fireproof Storage of Household Goods, Autos  
& Merchandise. State and Customs Bonded.  
Private Trackage—T. & P. and So. Pac. Ry.  
Pool Car Distribution—Motor Truck Service  
Incorporated in 1920  
Members—NFWA—SWTA—Agent for Allied  
Van Lines, Inc.

FORT WORTH, TEXAS

# In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



For 60  
Years

**BINYON-O'KEEFE**  
Fireproof Storage Co.

Fort Worth  
Associated with Distribution Service, Inc.

For 60  
Years



FORT WORTH, TEXAS

# A Complete Merchandise Warehouse Service

MERCHANDISE STORAGE — COLD STORAGE — POOL  
CAR DISTRIBUTION — FRISCO R.R. SIDING  
MODERN — FIREPROOF WAREHOUSE

JOHNSON STORAGE & DISTRIBUTING CO., INC.

AND

JOHNSON MOTOR LINE

801 W. VICKERY BLVD.

FT. WORTH, TEXAS

FORT WORTH, TEXAS

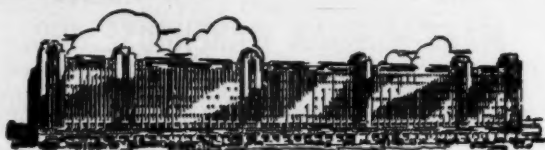
Storage. Cartage, Pool Car Distribution

# O. K. Warehouse Company, Inc.

255 W. 15th St.

Fort Worth, Tex.

## FORT WORTH, TEXAS



*The Southwest's Finest Warehouse*  
**MERCHANDISE STORAGE**  
**POOL CAR DISTRIBUTION, OFFICE DISPLAY**  
**AND WAREHOUSE SPACE**  
**Texas and Pacific**  
**Terminal Warehouse Co.**  
*(See Companion Service Under Dallas Listing)*

## HARLINGEN, TEXAS

**Jones Transfer & Storage Co., Inc.**  
 Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.  
 Merchandise storage—pool car distribution, daily motor freight lines.  
 Furniture vans—equipment for heavy hauling.  
*Service Covers the Lower Rio Grande Valley*

## HOUSTON, TEXAS

**BINYON-STRICKLAND**  
**WAREHOUSES, INC.**  
 Merchandise Storage — Pool Car Distribution  
 Centrally Located — Lowest Insurance Rate  
 Private Siding Southern Pacific Ry. Co.  
 Goliad & Morin Sts. Houston

## HOUSTON, TEXAS

**CENTRAL FORWARDING INC.**  
**CONTI AND WALNUT STS.**  
**MERCHANDISE AND HOUSEHOLD GOODS**  
**STORAGE AND POOL CAR SERVICE**  
**OFFICE AND DISPLAY SPACE**  
**O. J. UMBERFIELD,**  
**BRANCH MANAGER**

## HOUSTON, TEXAS

**Better Warehousing in HOUSTON**  
 We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler spaces.  
**HOUSTON CENTRAL WAREHOUSE CO.**  
 Commerce and San Jacinto Houston, Texas  
 Represented by **ALLIED DISTRIBUTION INC.**  
 NEW YORK 11 WEST 42ND ST. PH. 6-0165 CHICAGO 1315 NEWBERRY AVE. MON. 335

## HOUSTON, TEXAS

**Houston Terminal Warehouse & Cold Storage Company**  
**General Storage Cold Storage U. S. Custom Bonded**  
**Office Space Pool Car Distribution Display Space Parking Space**  
**Lowest Insurance Rate**  
 New York Representative Phone PLaza 3-1235 Chicago Representative Phone Harrison 1496

**TRAFFIC MANAGERS SAY**

"My personal thoughts are that you are doing for the profession what Lincoln did for the colored people; what our ancestors, Washington, Franklin, et al., did for the nation; what the Magna Charta did for the English people."

## HOUSTON, TEXAS

**PATRICK TRANSFER & STORAGE CO.**

*Merchandise and Household Goods Storage*  
*Pool Car Distribution*  
 Shipside and Uptown Warehouses  
 Operators—Houston Division  
 Lone Star Package Car Co.  
 1302 Nance St. Agents for Allied Van Lines, Inc. Members N.F.W.A. State and Local Ass.

## HOUSTON, TEXAS

**T. P. C. Storage & Transfer Company, Inc.**  
**Commercial Storage**  
**OFFICE SPACE PARKING SPACE**  
**MANUFACTURERS AGENTS**  
**POOL CAR DISTRIBUTION**

## HOUSTON, TEXAS

**W. E. FAIN, Owner and Manager**  
 Established 1901

**TEXAS WAREHOUSE COMPANY**  
 Thirty-eight Years  
 Under Same Continuous Management  
**MERCHANDISE EXCLUSIVELY**  
 Pool Car Distribution Sprinklered Throughout  
 A.D.T. Supervised Service

## HOUSTON, TEXAS

**UNIVERSAL TERMINAL WAREHOUSE CO.**  
 Merchandise Storage — Pool Car Distribution  
 — U. S. Customs Bonded —  
 — Office Space —  
 New York Representatives: Chicago Representatives:  
**DISTRIBUTION SERVICE, INC.** **DISTRIBUTION SERVICE, INC.**  
 100 Broad Street 219 E. North Water St  
 Members A.W.A. and State and Local Associations.

York City stipulate that export freight covered by through export bills of lading and issued in connection with so-called agreement lines will be held in warehouses at the rail termini or at the option of the carriers in cars at stations or in holding yards free of charge for a period not exceeding 15 days exclusive of the date of arrival. If such freight is not unloaded or ordered for delivery by consignee or owner at the expiration of the prescribed free time, it will, at the option of the carriers, be stored at the risk and expense of owner in public warehouses within the lighterage limits of New York harbor or stored in carriers, freight houses or in cars at stations or in holding yards at the 1-cent or ½-cent rate mentioned above.

### Atlas Storage, Phila. Takes Exclusive Agency Aero-Mayflower Transit

The Atlas Storage Co., Philadelphia, formerly Allied Van Lines agent, has taken exclusive agency of the Aero-Mayflower Transit Co., Philadelphia.—Lansing.

### N. Y. Shippers Object to I.C.C. Control of All Transport

The Shippers Conference of Greater New York at a meeting Sept. 13 voiced objection to the placing of all forms of transportation, except air service, under the jurisdiction of the Interstate Commerce Commission. Robert A. Cooke, chairman of the conference, called attention to bills before Congress—one passed by the Senate in May—that aim to codify all transportation. He sought the conference's approval for the appointment of a committee to examine the House and Senate bills and report its findings suitable for consolidation into a joint conference bill.

A. C. Welch, traffic manager of the Brooklyn Chamber of Commerce, was appointed chairman of the commit-



HOUSTON, TEXAS

BENJ. S. HURWITZ, Pres.

**WESTHEIMER**

**Transfer and Storage Co., Inc.**

OVER 50 YEARS IN HOUSTON

Fireproof Warehouses

Merchandise & Household Goods Storage—Pool Car Distribution—  
Lift Van Service—20 car lengths of truckage.

Agent for Allied Van Lines, Inc.

Members N. F. W. A. State and Local Assoc.

SAN ANTONIO, TEXAS



**SOUTHERN TRANSFER & STORAGE CO.**

Specialists in Merchandise Distribution

**FIREPROOF BONDED STORAGE**

U. S. Customs Bonded Warehouse—

Cartman's Permit No. 1

PORT ARTHUR, TEXAS

**ENGLISH TRANSFER AND STORAGE COMPANY**  
**MERCHANDISE HOUSEHOLD GOODS MOTOR FREIGHT**

State Bonded

**SORTING AND BOXING  
DISTRIBUTION OF POOL CARS  
TRANSFERS HOUSEHOLD GOODS**

J. H. ENGLISH,  
Owner-Manager

1000-1020 Fort Worth Ave.

TYLER, TEXAS

**Tyler Warehouse and Storage Company**

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

SAN ANTONIO, TEXAS

**CENTRAL WAREHOUSE & STORAGE CO.**

331 Burnett Street

**MERCHANDISE EXCLUSIVELY**

Pool Car Distribution—Complete Service

Distribution—Storage—Drayage

Inquiries Solicited

OGDEN, UTAH

Member of A.W.A.

**Western Gateway Storage Co.**

Warehousing in all its branches

**POOL CAR DISTRIBUTION**

**MERCHANDISE AND COLD STORAGE**

Ogden is the Gateway to the Inter-mountain West

SAN ANTONIO, TEXAS

**MERCHANTS**  
**TRANSFER & STORAGE CO.**

Complete Storage and Distribution Service

over 50 years of satisfactory service

Member of A.W.A.—N.F.W.A.—S.W.A.

SALT LAKE CITY, UTAH

**CENTRAL WAREHOUSE**

Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution

Office Facilities.

Member A. W. A.

SAN ANTONIO, TEXAS

**Muegge-Jenull Warehouse Co.**

BONDED

FIREPROOF

**POOL CAR DISTRIBUTORS  
STORAGE AND DRAYAGE**

Dependable Service Since 1913

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

**Scobey Fireproof Storage Co.**

**HOUSEHOLD . . . . . MERCHANDISE  
COLD STORAGE . . . . . CARTAGE**

**DISTRIBUTION**

**INSURANCE RATE . . . . . 10c**

Members of 4 Leading Associations

SALT LAKE CITY, UTAH

**Merchandise Storage and Distribution**

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 14 Cents

**JENNINGS-CORNWALL WAREHOUSE CO**

Salt Lake City, Utah

Represented by  
DISTRIBUTION SERVICE, INC.  
New York—Chicago—San Francisco

SALT LAKE CITY, UTAH

Merchandise—Storage—Distribution—Service

**M. A. KEYSER FIREPROOF STORAGE CO.**

328 West 2nd South

72,000 square feet space. Reinforced concrete and brick with  
office or desk space, also U. S. Customs bonded space. In  
center of jobbing district. Free switching. Private siding.  
30 years' unsurpassed service. Specialists in distribution.  
Our receipts accepted as collateral by banks for mdse. in  
storage. Free P. & D. service over rail and truck lines.  
Member AWA—NFWA—UWA—AWI

SALT LAKE CITY, UTAH

"This is the Place"

**FOR BETTER SERVICE**

**SECURITY STORAGE & COMMISSION CO.**

230 S. 4TH WEST STREET

Over 32 Years' Experience

**Merchandise Warehousing - Distribution  
Sprinklered Building - Complete Facilities  
Lowest Insurance Cost - A.D.T. Watchman Service  
Office Accommodations - Display Space**

Represented by American Chain of Warehouses, Inc.

New York Chicago  
250 Park Ave. 53 W. Jackson Blvd.

MEMBER:  
A.W.A.—U.W.A.

tee, to be assisted by H. M. Frazer, traffic manager of the F. W. Woolworth Co., and Frank Rich, former chairman of the conference.

Mr. Welch, in reviewing the program of the I.C.C. concerning rail rates between New York City, Philadelphia, Baltimore and Washington, recommended that members of the conference intervene at the hearing scheduled for Oct. 24.

**Brown Absorbs Bockhoven and Day, Morristown, N. I.**

The Brown Storage Co., Inc., Dover, N. J., has taken over the plant and equipment of Bockhoven and Day, Morristown. The old name will be discontinued after an existence of 55 yrs. and the Brown Storage Co. will take its place. Both Bockhoven and Day died within several months of each other. Robert B. Woodhill will have charge of the Brown interests in Morristown.

## NORFOLK, VA.

**NORFOLK, VA.**

**HOUSEHOLD AUTOMOBILE STORAGE**

**NEW-BELL STORAGE CORPORATION**

NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE  
50,000 SQUARE FEET PRIVATE RAIL SIDING  
Lowest Insurance Rate in Norfolk. Pool Car Distribution  
WE SPECIALIZE IN MERCHANDISE STORAGE  
AND DISTRIBUTION

AGENTS AERO MAYFLOWER TRANSIT COMPANY  
Member M.W.A. & S.W.A.

## NORFOLK, VA.

Serving—Va. Beach, Ft. Monroe, Newport News, Williamsburg  
and Tidewater Virginia.

**Security Storage and Van Corp.**

530 FRONT STREET

Norfolk's Finest Fireproof Furniture Warehouse  
Motor Van & Lift Van Service  
Collections — Distribution

Members—NAT'L F.W.A.—ALLIED VAN LINES

## NORFOLK, VA.

Established 1892

**SOUTHGATE**

**STORAGE COMPANY, Inc.**

For economical storage and distribution  
you will want to know more about our  
individualized services. Our fireproof  
warehouses are in the Southgate Terminal,  
on the waterfront and in the center of  
Norfolk's wholesale district. Served by  
all rail, water and motor lines.

MEMBER:  
A.C.W.  
S.W.A.  
U.S.C. & C.

Write for Booklet—"7 POINT DISTRIBUTION"

## RICHMOND, VA.

60 Years of Uninterrupted and Expert Service

**BROOKS TRANSFER and STORAGE CO., Inc.**

1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—810,000 Cubic Feet Floor Space—Automatic  
Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and  
Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—  
Motor Van Service to All States—Freight Truck Line.

Member of N. F. W. A.—A. V. L.—A. T. A.

## RICHMOND, VA.

**STORAGE**

**HOUSEHOLD**

**GOODS**

**OBJECTS of ART**

**FURS - RUGS**

**VALUABLES**

**THE W. FRED. RICHARDSON**

**Security Storage Corporation**

PACKING FOR SHIPMENT

Local and Long Distance Movements

ESTABLISHED 1897

Agent for Allied Van Lines, Inc.

## RICHMOND, VA.

160,000 Sq. Ft. Space

**VIRGINIA BONDED WAREHOUSE CORPORATION**

ESTABLISHED 1908 1709 E. CARY ST.

U. S. BONDED & PUBLIC WAREHOUSES  
MERCHANDISE STORAGE & DISTRIBUTION  
INSURANCE RATES 20c PER \$100 PER YEAR

Member A.W.A.  
BUILDINGS SPRINKLERED

## ROANOKE, VA.

**H. L. LAWSON & SON**

**Finance and Storage**

Pool Car Distributors  
General Merchandise Storage

421-25 EAST CAMPBELL AVE.  
ROANOKE, VIRGINIA

## ROANOKE, VA.

**ROANOKE PUBLIC WAREHOUSE**

Capacity 500 Cars

Private Railroad Siding

Automatic Sprinkler

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution  
for Agents, Brokers and General Merchandise Houses.

Member of American Chain of Warehouses

## Ports of the Orient

(Concluded from page 15)

crease of 2862 vessels but a decrease of 206,664 tons. Foreign ocean-going shipping shows a decrease of 2070 vessels with a decrease of 5,133,209 tons. This large decrease is due to the complete cessation of Chinese shipping for the full year and the large decrease of Japanese shipping due to the Sino-Japanese conflict. The river-steamer trade shows a net decrease of 915 vessels and 212,044 tons. Foreign river-steamers have decreased by 1191 in numbers and 614,251 in tonnage, but British river steamers have increased by 276 vessels and 402,207 tons.

## MERCHANDISE SPECIFIED

The following tables show values of imports and exports of merchandise and treasure under main groups for the first 6 mos. of 1935, 1936, 1937, 1938 and 1939:

	IMPORTS (\$'000's omitted)				
	1935	1936	1937	1938	1939
Animals, Live .....	4,130	3,808	4,392	4,761	4,889
Building Materials ..	3,562	3,252	4,177	4,586	4,111
Chemicals and Drugs ..	2,452	2,702	4,939	4,983	3,928
Chinese Medicines ..	6,871	7,963	11,458	10,253	14,544
Dyeing Materials ..	2,455	2,676	3,425	10,376	4,889
Foodstuffs ..	60,818	61,252	80,230	88,107	68,784
Fuels ..	5,949	5,687	7,088	9,843	7,506
Hardware ..	1,326	1,517	3,589	3,425	2,619
Liquors ..	1,460	1,706	2,062	2,753	2,484
Machinery and En- gines ..	2,279	3,873	3,849	6,766	7,562
Manures ..	1,456	4,900	6,945	5,792	6,455
Metals ..	15,762	18,596	28,765	28,011	19,408
Minerals and Ores ..	930	1,081	3,430	4,127	3,912
Nuts and Seeds ..	2,549	2,818	3,476	9,824	8,111
Oils and Fats ..	16,405	18,932	25,365	43,399	41,892
Paints ..	724	971	1,267	1,229	1,131
Paper and Paperware ..	4,206	7,183	7,881	7,275	5,836
Piece Goods ..	28,829	29,994	37,678	41,517	41,237
Railway Materials ..	226	52	283	126	72
Tobacco ..	3,261	3,055	2,604	5,211	6,011
Treasure ..	24,681	18,754	5,663	7,562	502
Vehicles ..	1,551	3,491	2,646	6,665	7,085
Wearing Apparel ..	1,629	1,686	1,964	2,263	2,162
Sundries ..	2,015	1,444	1,397	1,150	1,045
Electrical Apparatus ..	1,207	1,204	1,646	4,163	2,610
Hides (All Kinds) ..	748	2,282	5,511	3,004	2,917
Leather (All Kinds) ..	1,223	1,571	1,955	1,906	1,139
Matches ..	868	382	653	912	1,205
Others ..	16,349	18,214	27,774	27,775	27,511
Total ..	215,921	231,046	292,112	349,768	301,479

	EXPORTS (\$'000's omitted)				
	1935	1936	1937	1938	1939
Animals, Live .....	123	69	67	40	165
Building Materials ..	1,883	1,694	2,237	2,751	1,482
Chemicals and Drugs ..	1,546	1,612	2,477	4,526	3,996
Chinese Medicines ..	5,050	6,373	8,311	7,727	10,592
Dyeing Materials ..	1,688	1,522	2,405	5,857	5,046
Foodstuffs ..	48,306	47,372	62,376	68,547	60,271
Fuels ..	415	153	304	684	342
Hardware ..	989	1,188	2,759	1,637	2,491
Liquors ..	377	494	582	769	733
Machinery and En- gines ..	3,330	4,432	2,134	2,407	3,690
Manures ..	3,076	5,189	7,465	7,447	6,042
Metals ..	13,456	16,755	21,607	21,959	20,987
Minerals and Ores ..	912	4,192	4,861	7,803	12,013
Nuts and Seeds ..	1,690	1,686	2,207	7,362	3,432
Oil and Fats ..	12,163	14,545	24,106	40,746	34,391
Paints ..	554	737	761	905	1,066
Paper and Paperware ..	2,910	3,651	4,977	6,228	3,867
Piece Goods ..	19,224	18,657	21,286	30,241	29,604
Railway Materials ..	391	398	555	239	75
Tobacco ..	1,761	2,375	1,997	5,632	6,217
Treasure ..	37,925	108,638	18,297	110,155	30,400
Vehicles ..	1,182	2,284	3,407	3,265	13,239
Wearing Apparel ..	2,790	5,241	8,852	9,806	12,509
Sundries ..	2,169	1,676	1,914	1,381	1,225
Electrical Apparatus ..	1,601	2,390	3,696	4,709	4,654
Hides (All Kinds) ..	838	1,760	3,610	1,723	3,329
Leather (All Kinds) ..	316	269	553	511	523
Matches ..	497	402	706	765	954
Others ..	13,448	15,735	22,657	24,207	26,505
Total ..	180,610	272,089	237,166	380,029	320,461

## SEATTLE, WASH.

**EYRES TRANSFER & WAREHOUSE CO.**

A Seattle institution—50 years of outstanding service  
**Cartage — Distribution — Storage**  
 Highest financial rating; new fireproof, sprinklered buildings;  
 lowest insurance rate (10.2¢); modern equipment.  
 "The Shippers' Open Door to Alaska and the Orient"

## SEATTLE, WASH.

J. R. GOODFELLOW, Pres.

**OLYMPIC WAREHOUSE & COLD STORAGE CO.****MERCHANDISE STORAGE & DISTRIBUTION**

1229 Western Avenue Seattle, Wash.  
 Cold Storage — Dry Storage — Rentals — Pool Car Distribution — Office Rentals  
 Fireproof, brick const.; Sprinkler system; Insurance rate: 12.5c. Siding connects  
 with all rail lines.  
 Bonded U. S. Customs; State License No. 2; State Liquor Control Board.  
 Member of A.W.A. (C.S.) Wash. State Whsmns. Assoc.

NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
 11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE. MOK.5531

**Waterways and Terminals**

(Continued from page 68)

Nicholson, of which his father is president, as general solicitor in the New England territory 7 yrs. ago. His new appointment became effective Sept. 1.

After being laid up for 2 yrs. at Boston, the steamer Governor Cobb, which formerly operated on the Boston-Provincetown route, left Boston in tow of the tug Nottingham for Philadelphia, where she is to be overhauled and reconditioned. All of the ship's passenger accommodations are to be removed and her holds are to be enlarged, and later she is destined to embark on a new career, carrying motor truck-trailers between Providence and New York. Built in 1906 at Chester, Pa., the Governor Cobb operated for years on the St. John, N. B.-Boston run for the Eastern S.S. Lines, Inc. Several months ago she was purchased by the Trailer Ships, Inc., of New York.

**See Heavy Lake Traffic**

As a result of the war, greatest traffic in the history of the Great Lakes is predicted in the remaining 75 or 80 days before ice closes the navigation season, marine leaders declare. Racing against the weather will be the ore and grain trades, although the coal movement will also be helped some by the increased industrial activity. Sudden overnight rush of iron ore requirements caused numerous vessel firms to order the first 1939 sailing of 16 additional ships as soon as they can be conditioned. The influx of orders reflected the advance of steel operations. The ore fleet on the Great Lakes now has 81 per cent of capacity in operation.

**Closing Canadian Canals**

Dates for the closing of the Dominion Government canals are announced by V. I. Smart, Deputy Minister of Transport. Regulations governing the closing days are also issued. Last to remain open will be the Sault Ste. Marie Canal and the Welland Canal, both of which will be closed at midnight Tuesday, Dec. 12.

The Ontario-St. Lawrence Canals will be subjected to earlier closing. After midnight Nov. 27, all downbound traffic entering the canals must file with the superintendent a statement showing beam, draft, gross tonnage, horsepower of engines and schedule of operations for the balance of the season. No downbound through traffic will be permitted to enter these canals after midnight of Nov. 30. The Lachine Canal will close Nov. 28, but after Nov. 25 the same regulations as apply to the Welland Canal will apply to the Lachine Canal. The only salt water canal, St. Peters Canal, Cape Breton, does not close till Jan. 13, 1940.

## SEATTLE, WASH.

Lloyd X. Coder, Pres.-Mgr.

Est. 1919

**SYSTEM Transfer & Storage Co.**

2601-11 Second Avenue

Warehousemen & Distributors of  
 General Merchandise and Household Goods  
 Office and Desk Space—Low Insurance Rates  
 Member—A.W.A.—W.S.W.A.—N.F.W.A.—S.T.O.A.

## SEATTLE, WASH.

**TAYLOR-EDWARDS  
Warehouse & Transfer Co., Inc.**

Free switching service—Low insurance rates  
 Associated with leading warehouses through

**DISTRIBUTION SERVICE, INC.**

New York Chicago San Francisco  
 Members of—American Warehousemen's Assn.; National Furniture Warehousemen's Assn.; Washington State Warehousemen's Assn.

## SEATTLE, WASH.

**UNITED WAREHOUSE COMPANY**

1990 Alaskan Way

GENERAL MERCHANDISE  
 STORAGE  
 100,000 sq. ft. capacity  
 Established 1900



POOL-CAR  
 DISTRIBUTORS  
 U. S. Customs Bond  
 Free Switching

## SPOKANE, WASH.

Millard Johnson  
Pres.W. B. Fehla  
Secy.

Consign to

**SPOKANE TRANSFER & STORAGE CO.**

308-316 Pacific Ave.

Merchandise Department  
 Largest Spot-Stocks in the  
 "Inland Empire."  
 (67,000 sq. ft.)

Household Goods Dept.  
 Assembling and distribution of  
 pool and local shipments  
 Agents for JUDSON

Member of A.W.A.—American Chain of Warehouses

## TACOMA, WASH.

**Pacific Storage & Transfer Co.**

Member

**Drayage, Storage & Distribution**

Forward your Stop in Transit and Pool Cars in  
 our Care (Free Switching). Located in Center  
 of Wholesale District, 18th & Broadway.

Member A.W.A.—Wash. State Assn.

## BLUEFIELD, W. VA.

WM. E. DALE, Owner

**TWIN CITY WAREHOUSE &  
COLD STORAGE COMPANY**

Specializing in  
 Merchandise and Household Goods at Bluefield, Va.  
 Cold Storage at Bluefield, W. Va.  
 Private Siding on N&WRR. Free  
 Switching—Distribution of Pool Cars

## HUNTINGTON, W. VA.

Our Government, City and County, have at this time about ten million dollars in various projects in city and county under construction. This is all in addition to industrial payrolls. Don't you want to get your share of this business? Our warehouse is the open door. Don't forget—five million population can be served over night through our warehouse.

**The W. J. Maier Storage Co.**

TRAFFIC  
 MANAGERS SAY

"Your magazine has not only become a clearing house for ideas, but has started the leaders of the transportation field to properly concentrate on this matter. Allow me to urge that you give it your continued support, for which support those now engaged in Traffic Work should be ever grateful."



## EAU CLAIRE, WIS.

## SIOUX

## Storage &amp; Forwarding Company

Warehousing &amp; Distribution

One of the finest in the State  
Licensed & Bonded

113-119 S. Dewey St.

Eau Claire, Wis.

## GREEN BAY, WIS.

## LEICHT TRANSFER AND STORAGE CO.

Established 1903

121 South Broadway

Merchandise Distributors and Household Goods  
Forwarders.Hauliers of Cement and Contractors Equipment and Heavy Machinery  
to All Points.

U. S. Customs, Warehouse, State and Public Bonded.

Waterfront Facilities: Private Siding CB&amp;W.

Wood Pulp a Specialty. Pool Car Distribution.

Members of MayWA—WisWA

## MILWAUKEE, WIS.

★Atlas' complete warehousing and distribution facilities build good-will for you, with prompt, courteous service that pleases your customers and saves money for you.

- Private siding on C.M. & ST. P. R. R.
- Over-night motor freight service to key markets.



United States Government  
Licensed and Bonded.

## ATLAS STORAGE CO.

Division of PAV-Atlas Industrial Center

710 W. VIRGINIA ST. MILWAUKEE, WISCONSIN

Represented by DISTRIBUTION SERVICE, INC.

New York—100 Broad Street

Chicago—219 E. North Water Street

San Francisco—625 Third Street

## MILWAUKEE, WIS.

**HANSEN**  
STORAGE CO.

Largest in Wisconsin

18 Warehouses

Specializing in—  
Merchandise Distribu-  
tion and Complete  
Branch House Services

TRACK CAPACITY FOR 50 CARLOADS  
DEPENDABLE EXPERT QUICK SERVICE

ESTABLISHED 34 YEARS

850 Foot Dock



## MILWAUKEE, WIS.



## LINCOLN

FIREPROOF WAREHOUSE CO.

WAREHOUSE SERVICE ↓ RAILROAD SIDINGS  
OF EVERY DESCRIPTION ↓ DOCKING FACILITIES

LOCATED IN HEART OF BUSINESS DISTRICT

OFFICES: 206 W. HIGHLAND AVE.

Member of A.W.A.—W.W.A.—N.F.W.A.

## MILWAUKEE, WIS.

## NATIONAL TERMINALS CORPORATION

954 SO. WATER STREET

Tel. Mitchell 5644

Milwaukee's most modern and best located Waterfront Warehouse.  
Automobile storage. Warehousing on unit basis for spot stocks. Storage  
"In transit". Pool car distribution, Customs Bonded.

Member of A.W.A. &amp; W.W.A.

## MILWAUKEE, WIS.

## National Warehouse Corporation

— STATE BONDED —

EVERY CONCEIVABLE WAREHOUSE &  
DISTRIBUTION SERVICE AFFORDED

"Milwaukee's Finest"

468 E. Bruce St., C. &amp; N.W.R.R. Siding

Member—American Warehousemen's Assn.

## MILWAUKEE, WIS.

## TERMINAL STORAGE CO.

100-112 W. Seeboth St. — Phone Marquette 7091

Milwaukee, Wisconsin

Cooler, Freezer and General Merchandise Storage  
Deep Water Dock, Private Siding  
on C.M. & ST. P. R.R.

TRAFFIC  
MANAGERS SAY

"Please be assured that not only the writers but a number of other Traffic Men in our city and surrounding territory have recognized the value of your accomplishments, and we trust that you feel sufficiently encouraged to continue your good work."

## Personnel

The Wisconsin Warehousemen's Assn. meeting Aug. 24 in Sheboygan at the Pine Hills Country Club, named new directors as follows: George Nelson, David Nelson & Son, Kenosha; E. F. Homuth, Anchor Transfer & Storage Co., Fond du Lac; N. J. Meyer, Milwaukee; E. H. Ottman, National Warehouse Corp., Milwaukee; Henry P. Melius, Boulevard Fireproof Warehouse Co., Milwaukee; A. L. Fischer, Atlas Storage Co., Milwaukee; L. J. Henjum, Union Transfer & Storage Co., Madison; Frank J. DeLorme, Sheboygan Warehouse and Forwarding Co., Sheboygan; R. M. Leicht, Leicht Transfer & Storage Co., Green Bay, and Willis Warren, National Terminals Corp., Milwaukee.—W. T. N. B.

L. E. Luth, former manager of the Winona-La Crosse Traffic Bureau, La Crosse, Wis., has returned as manager of the joint bureau succeeding Ben Overton, who resigned to become traffic manager of the Gateway City Transfer Co., Inc., La Crosse.—W. T. N. B.

H. W. McMillen has been elected president of the Central Sugar Co., Inc., Fort Wayne, having been vice-president and general manager. Roy Hall, former president, is retiring to devote his entire time to the presidencies of the Central Soya Co. and the McMillen Feed Mills, but will continue as a director of the Central Sugar Co. D. W. McMillen, chairman of the board of the three firms, stated that construction of the new soya plant and feed plant at Gibson City, Ill., is progressing according to schedule and that the 1,000,000-bu. elevator would be ready for new crop beans. An annual processing capacity of 9,000,000 bu. of beans will be available with the new plant.

D. T. McIver has been appointed assistant to the president, Langbourne M. Williams, of the Freeport Sulphur Co. Mr. McIver has been assistant general manager with executive duties since 1933, being stationed at New Orleans.

Yank Leary, San Antonio Storage Co., was recently chosen president of the reorganized San Antonio warehouse association at a meeting sponsored by the Southwest Warehouse and Transfermen's Assn. N. S. von Phul, Scobey Fireproof Storage Co., was chosen vice-president; Buster Smith, L. W. Culver Storage

Transfer Co., secretary; and A. D. Hood, treasurer.

A. E. Hickey, former manager of the Fruehauf Philadelphia branch, has been promoted to the position of regional vice-president in charge of the Eastern district, including Albany, Boston, Hartford, Newark, New York, Philadelphia, Scranton, Plymouth, Baltimore, Harrisburg and Pennsburg territories. Ray Tudor, who has been Cleveland district manager, succeeds Mr. Hickey as manager of the Philadelphia branch.

Andrew H. Zundel, for many years associated with the Bush Terminal Co. and the Bush Terminal Building, in the capacity of sales manager of the Distribution Division and a director of the Bush Terminal Co., has become affiliated with the sales department of the Lehigh Warehouse and Transportation Co., headquarters Newark, N. J. Mr. Zundel will solicit business for the three warehouses operated by the Lehigh company Newark and Elizabeth, N. J., and Brooklyn, N. Y.

William A. Frey has been appointed Ohio manager for the John A. Walthens Co. distillery, Louisville. Mr. Frey was connected with the liquor business for many years prior to prohibition when he became connected with a food brokerage in Cleveland. His present headquarters are in Cleveland.—*Fiske*.

C. L. Dilts, for the past 29 yrs. connected with the Fairmount Creamery Co. and for the past 17 yrs. as manager of the Cleveland branch, has been elevated to superintendent of all eastern branches. He is succeeded as manager of the Cleveland plant by W. H. Wright.—*Fiske*.

Hercules Powder Co., Wilmington, Del., announces the appointment of executives in the naval stores operating department, as follows: A. S. Kloss, former manager Georgia naval stores operations, to the operating department of naval stores, Wilmington; Reginald Rockwell, former superintendent naval stores plant, Brunswick, Ga., to manager Georgia naval stores operations, and George E. Bosserdet, former supervisor naval stores plant Hattiesburg, Miss., to succeed Rockwell as superintendent naval stores at Brunswick.—*Lansing*.

A. R. Couchman has been appointed traffic manager of the North American Cement Corp., New York City.

R. A. Brown, formerly traffic manager of the Great Atlantic & Pacific Tea Co.'s Des Moines branch, has purchased an interest in the Meadows Transfer, Inc., Des Moines, of which he is general manager.

A. N. Williams, president, the Belt Line Ry. of Chicago, and also president of the Chicago & Western Indiana R. R., was elected executive vice-president of the Lehigh Valley R. R. Co., at a meeting of the board of directors held in Philadelphia. He was also elected a director and chairman of the board, effective Aug. 1. The Lehigh Valley temporarily had been under the jurisdiction of R. W. Barrett, vice-president and general counsel, during the absence of D. J. Kerr, president, on account of illness.—*Lansing*.

Nathaniel Robbins, Grand Haven, Mich., prominent in marine circles, has acquired ownership of The Vyn Co., trucking and storage organization, Grand Haven. Mr. Robbins was elected president, and will maintain active interest in the management of the company, with Fred Schwontek, treasurer and general manager. The company operates 30 trucks in Michigan.—*Spooner*.

VANCOUVER, B. C.

ELMER JOHNSTON, Pres.

IN VANCOUVER IT'S THE

**JOHNSTON**

National Storage, Ltd.

STORAGE — CARTAGE  
FORWARDING — DISTRIBUTING

*You Can Buy No Better Service*

TORONTO, ONT.

M. A. Rawlinson, Pres. & Gen. Mgr.

**M. RAWLINSON, Ltd.**

Established 1885

610 YONGE ST.

Seven Buildings to Meet All Requirements for  
Modern Storage and Distribution

Customs Bonded. Pool Car Distribution. Household Goods Moved, Packed, Shipped and Stored.

Members of CanS&T—NFWA—BAIFR—FWRA—TC&W

Allied Van Lines

TORONTO, ONTARIO

**TERMINAL WAREHOUSES LIMITED**

SUCCESSORS TO

CANADIAN RAIL & HARBOUR TERMINALS LIMITED

Foot of York St., TORONTO, Canada

CANADA'S FINEST WAREHOUSE

Cold **STORAGE** Dry

1,000,000 square feet of floor space, 2,200 feet of docks and transit sheds and 6,000 feet of railroad sidings. General storage; Bonded and Free Storage; Cold Storage; Office and Display Space; Lowest Insurance. Transportation to every part of the Province and Dominion.

Free Switching.

Pool Cars to All Major Distributing Points

MONTREAL, QUE.



**ST. LAWRENCE WAREHOUSE INC.**

1 - VAN HORNE AVE., MONTREAL, CANADA

200,000 SQ. FT. OF MODERN FIREPROOF SPACE

LOCATED IN THE EXACT CENTER OF THE CITY OF MONTREAL

Canadian Customs Bond. Private Siding—8 Car Capacity—Free Switching—All Railroad Connections

New York Representative: Frank J. Tully

251 W. 57th St., New York City. Telephone Circle 7-3048

MONTREAL, QUEBEC

Established 1908

W. G. KENWOOD, Pres. & Man. Dir.

**Westmount Transfer & Storage Ltd.**

205 Olivier Ave., Westmount, P. Q.

LOCAL AND LONG DISTANCE MOVERS

Private Room System for Storage

CRATING, PACKING and SHIPPING

Charges Collected and Promptly Remitted

Member: N. F. W. A., C. S. & T. A.



For the convenience of shippers, this section is arranged geographically

## TO HARDWARE AND IMPLEMENT MANUFACTURERS

Our warehousing and inter-city distribution service offers you an opportunity to distribute your merchandise faster at lower net costs. This service is available in Portland, Seattle, Spokane, Boise, Yakima, Eugene, LaGrande, and many other principal points in Oregon, Washington, Idaho, Montana, Minnesota, North Dakota.

1500 communities get our overnight common carrier service. Bonded C.O.D. service. Write for details.

**Consolidated Freightways, Inc.**

Main Office, Portland, Ore. P. O. Box 3618



Roy A. Fruehauf, vice-president and director of sales of the Fruehauf Trailer Co., announces the following appointments: V. M. Drew, manager of national accounts sales; C. D. Carley, regional manager for the Southeastern section; and A. J. Evans, manager of new factory branch in Houston.

William Kerslake has become the first business manager of the Capital District Motor Truck Owners' Assn., Albany, N. Y. He formerly operated the Central Terminal Trucking Lines and recently resigned as district supervisor of the I.C.C., Bureau of Motor Carriers. Mr. Kerslake was president of the Capital District Motor Truck Owners' Assn. prior to his new appointment. John Vogel, Jr., member of an Albany trucking firm, has taken his place as president. The association has voted to affiliate with Highway Transportation, Inc., a New York City group of truck operators.

Leon F. Banigan has been appointed managing director of the National Council of Private Motor Truck Owners, with headquarters at Washington, D. C. The owners of 1,400,000 privately operated trucks are represented in the Council membership.

H. C. Duncan, formerly assistant general traffic manager of Riss and Co., Kansas City, Mo., has been appointed general traffic manager, replacing T. J. Hurley, transferred to the general sales department of the company.

Earle Freeman has been appointed vice-president in charge of domestic sales by the board of directors of the Kellogg Company. Mr. Freeman was for many years in charge of advertising.

### Albert E. Grusch

**ALBERT E. GRUSCH**, 50, died Aug. 13 in his Glen Ridge, N. J., home. He was an executive in the New York office of the General American Tank Storage & Terminal Corp., in charge of its Carteret, N. J., terminal. Born and educated in Pittsburgh, Mr. Grusch lived in New Jersey 14 yrs., the last 9 in Glen Ridge. He leaves his wife, 1 daughter and 2 brothers.—Jones.

### Adam Wiley Lentz

**ADAM WILEY LENTZ**, 79, founder and president of the Lentz Transfer & Storage Co., Winston-Salem, N. C., died Sept. 5. He was born in Rowan county, and was prominent in business in Salisbury until he moved to Winston-Salem. In 1915 he and his sons organized the transfer and storage company.

He is survived by 10 children, 35 grandchildren and 3 great-grandchildren. Five brothers also survive.

## INDEX TO GENERAL ADVERTISERS

<b>A</b>	
Automatic File & Index Co. ....	36
<b>C</b>	
Canvas Specialty Co., Inc. ....	36
Consolidated Freightways, Inc. ....	88
<b>D</b>	
Darnell Corp., Ltd. ....	35
<b>E</b>	
Electric Wheel Co. ....	36
<b>F</b>	
Farquhar Co., Ltd., A. D. ....	35
Federal Motorship Corp. ....	19
Ford Motor Co. ....	Second Cover
Fruehauf Trailer Co. ....	4-5
<b>G</b>	
Gerstenslager Co. ....	1
<b>H</b>	
Hamilton Caster & Mfg. Co. ....	38
<b>I</b>	
International Harvester Co., Inc. ....	Back Cover
<b>L</b>	
Louisville Bedding Co. ....	37
<b>M</b>	
Mack Trucks, Inc. ....	Third Cover
<b>N</b>	
New Haven Quilt & Pad Co. ....	37
<b>R</b>	
Reliable Machine Works, Inc. ....	38
<b>S</b>	
Self-Lifting Piano Truck Co. ....	39
Service Recorder Co. ....	38
Southern Steamship Co. ....	19
Standard Pressed Steel Co. ....	39
Stouffer, H. G. ....	19
<b>W</b>	
White Tar Co. of N. J. ....	37
Wiggins Co., John B. ....	36